

FIG. 1A

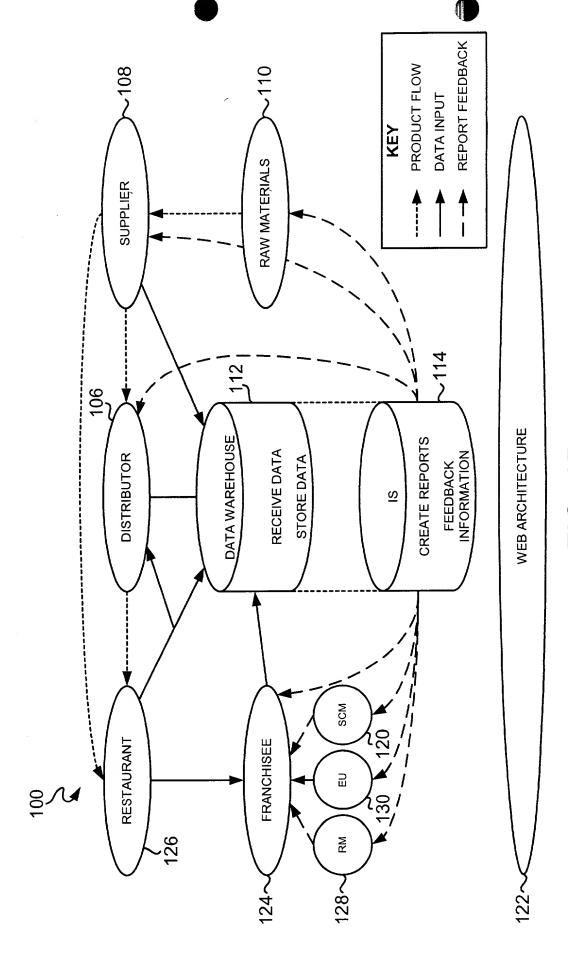


FIG. 1B

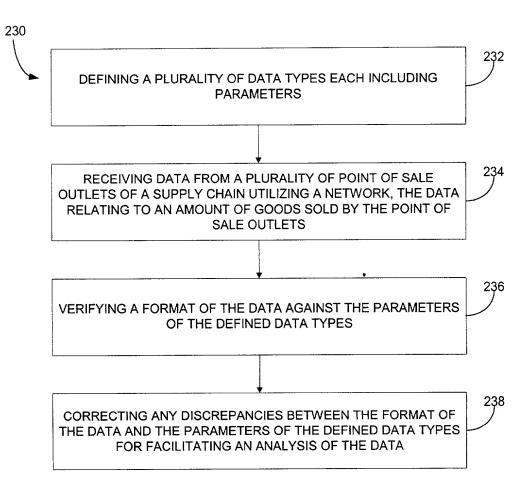


FIG. 2

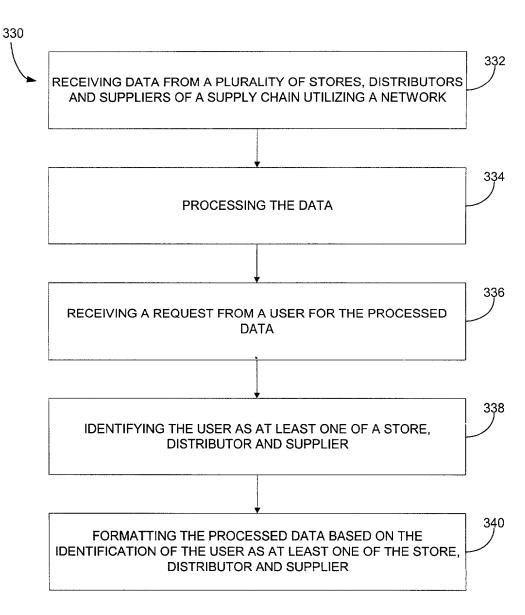


FIG. 3

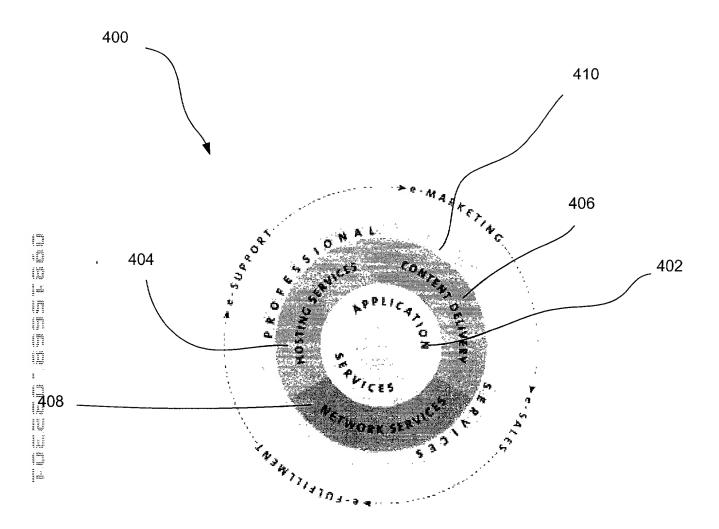


Fig. 4

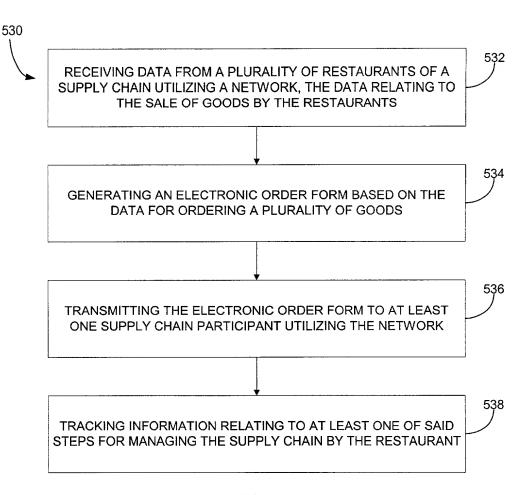


FIG. 5

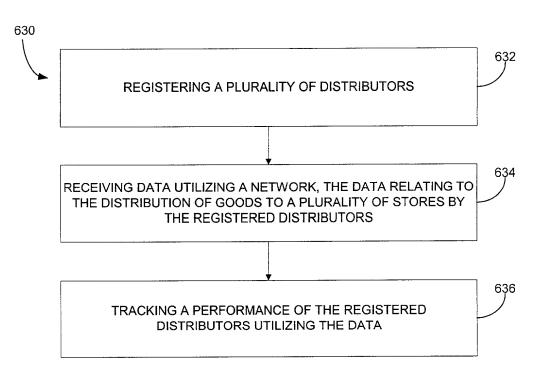


FIG. 6

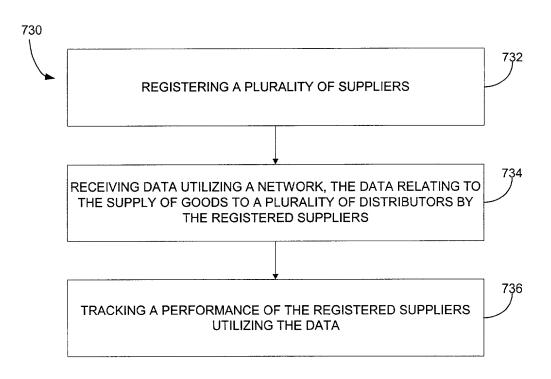


FIG. 7

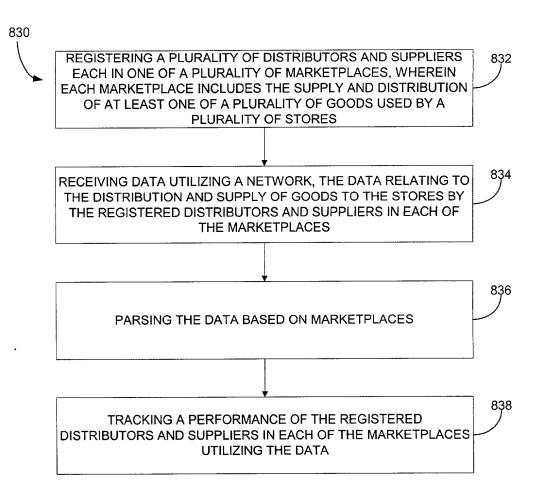


FIG. 8

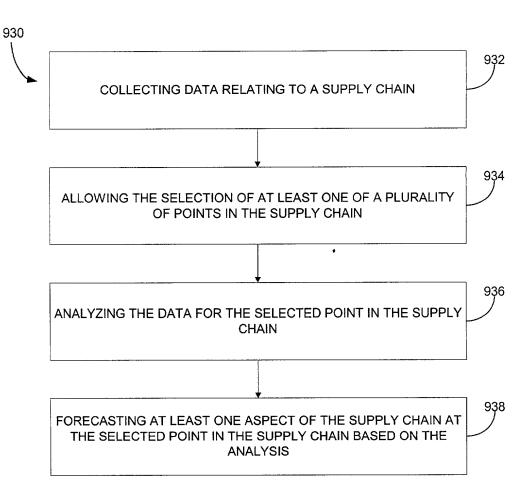


FIG. 9

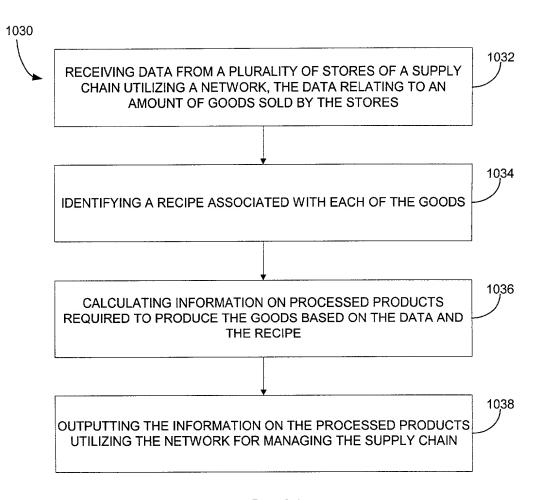


FIG. 10

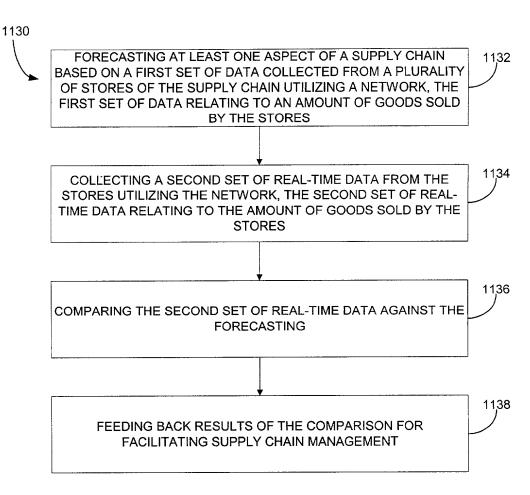
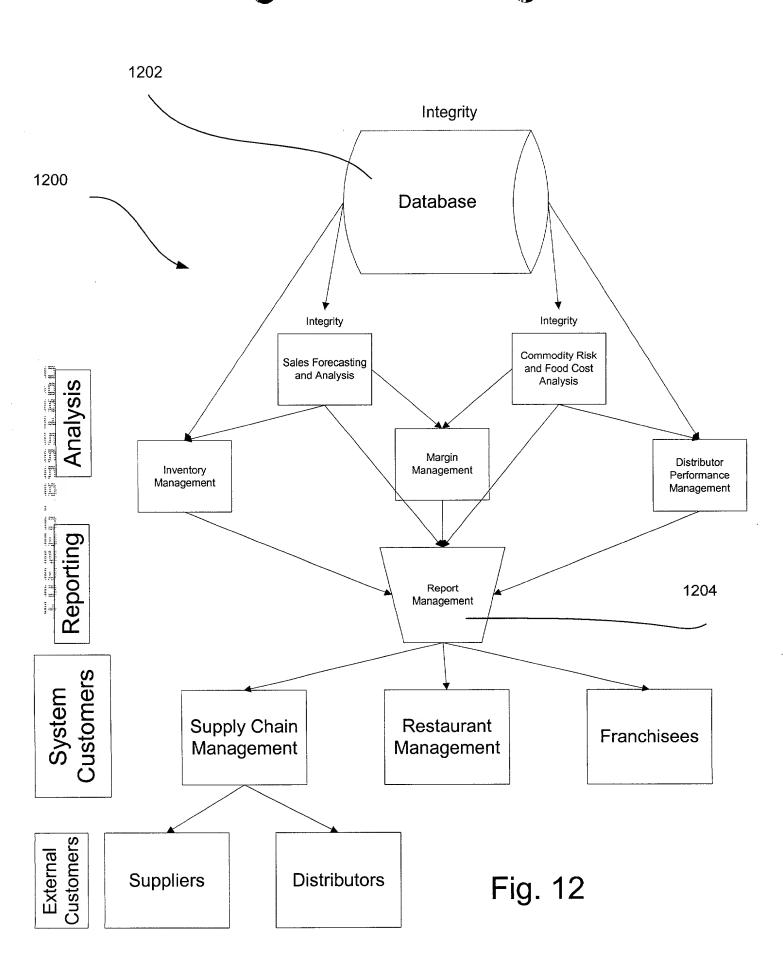


FIG. 11



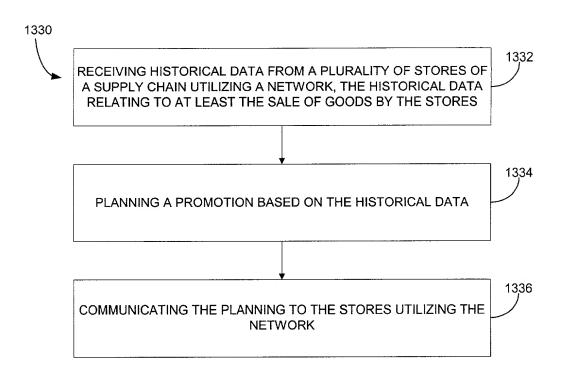


FIG. 13

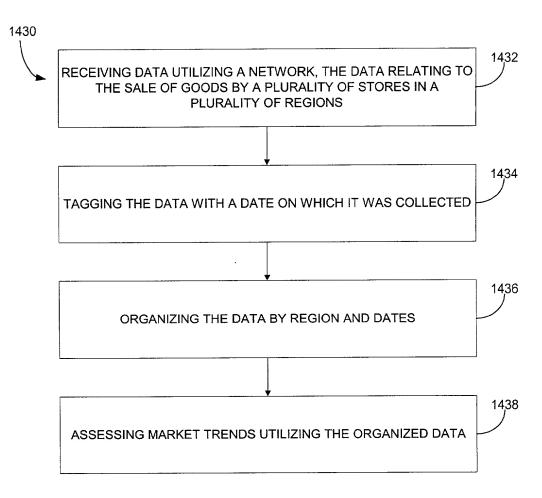


FIG. 14

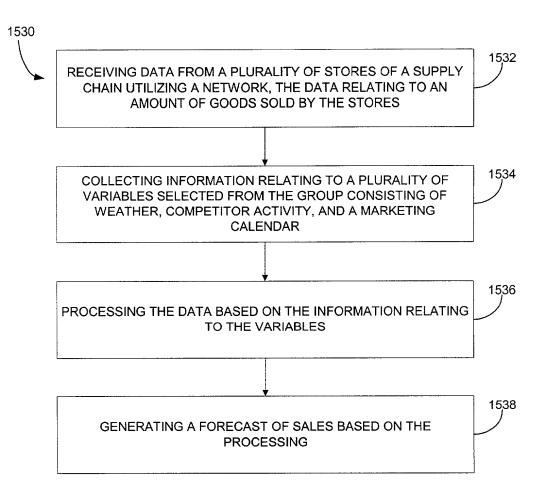


FIG. 15

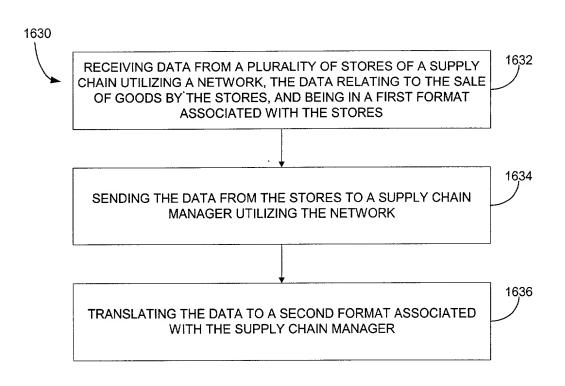


FIG. 16

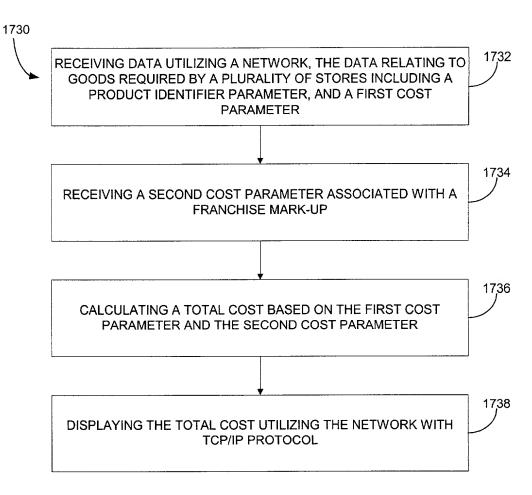


FIG. 17

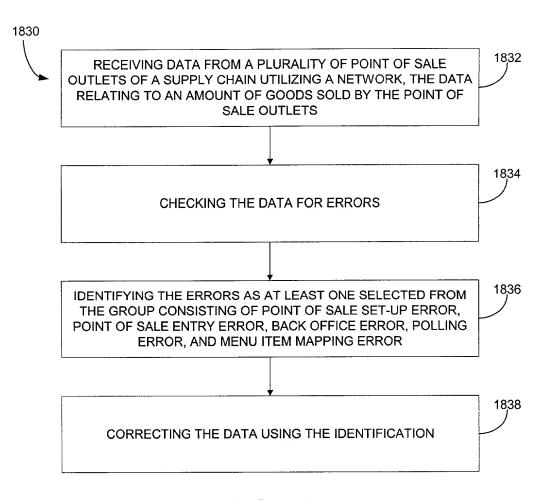


FIG. 18

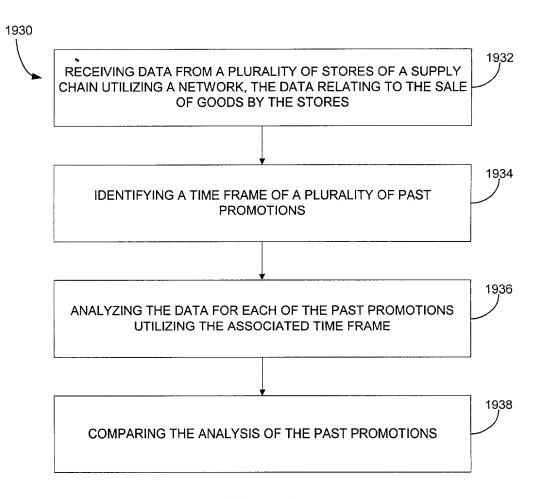


FIG. 19

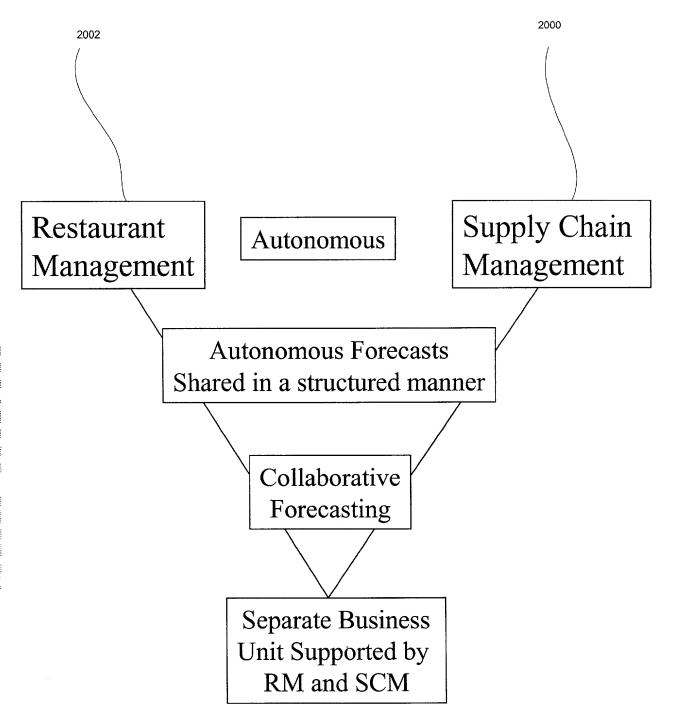
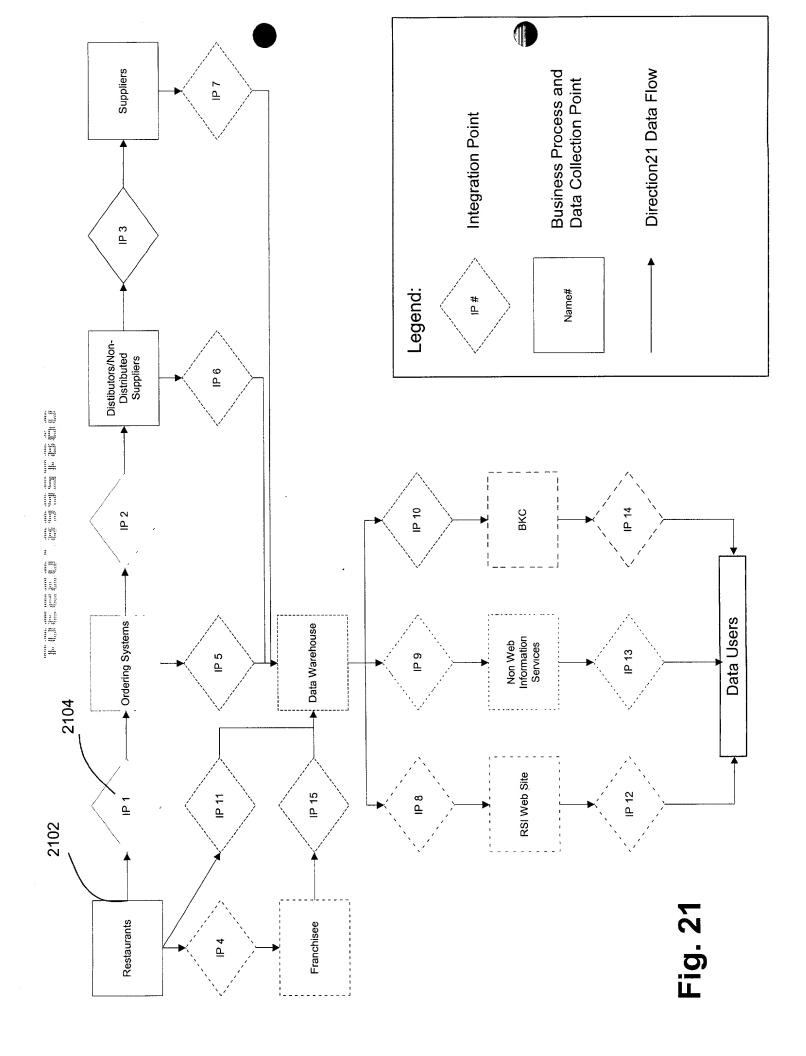
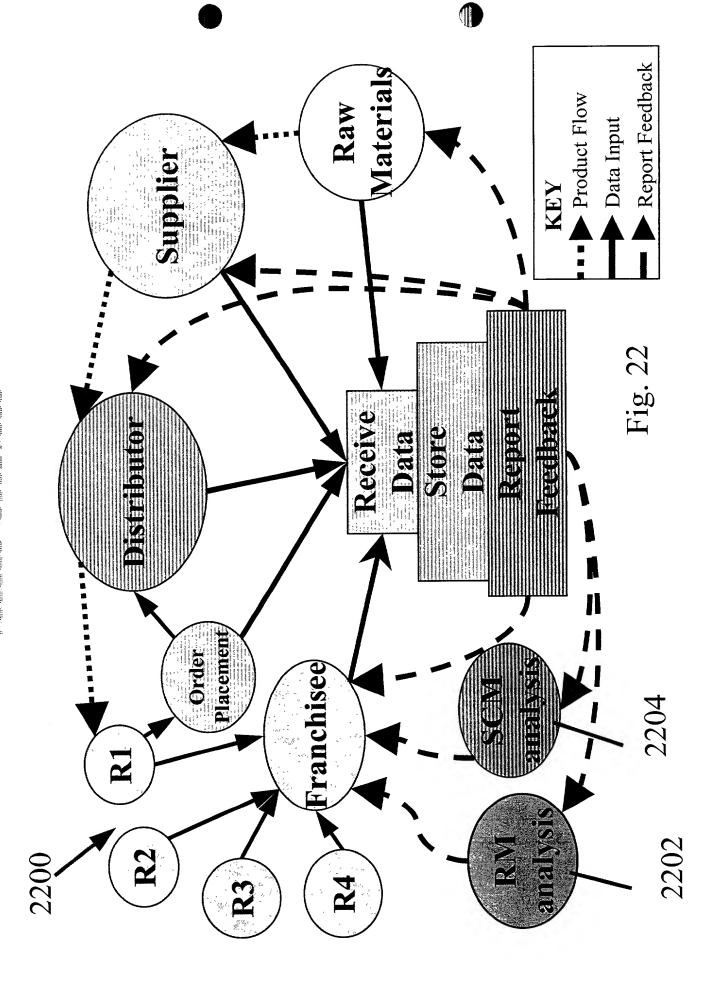


Fig. 20





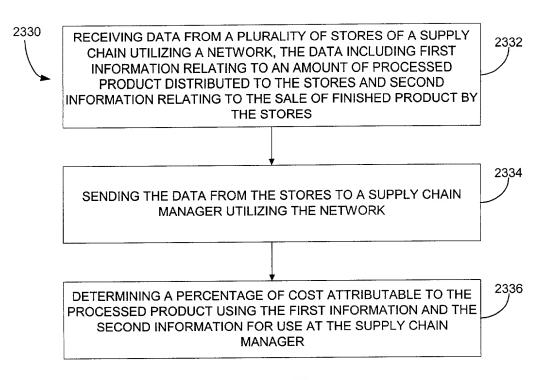


FIG. 23

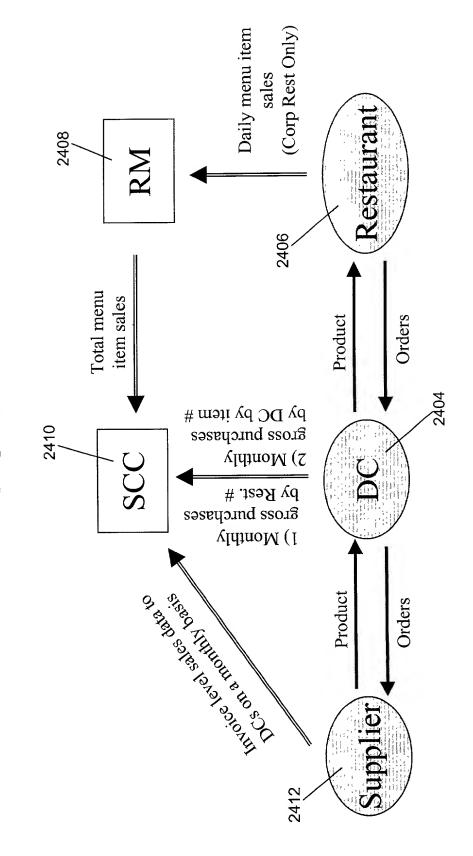
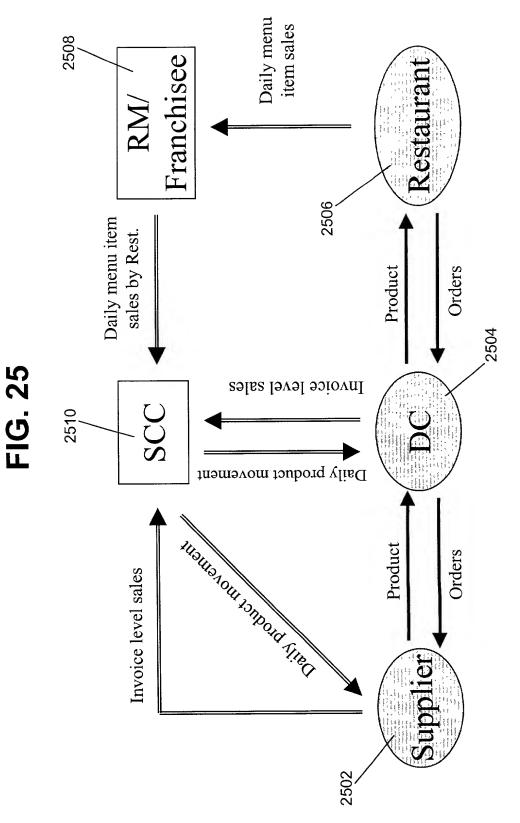


FIG. 24



2600	2602				II (Ġ	FIG. 26								2604	
Week	٩	8	M-6	History W-5 W	7	W-3	oreca W-2	st Wo	W+1	W+2	Sales Forecast Worksheet - System W-3 W-2 W-1 W+1 W+2 W+3	Fore W+4	က်	M+6	83	49
GRP's Ntn'l Marketing Theme Advertising Score Local Considerations Competition Index Weather Index Seasonality Index																
Sales History/Forecast Total (\$/store)	\$/store)															
Key Products by Menu Item (units/day/store)	 ts/day/stc 	re)														
WHOPPERS WHOPPERS W/CHEESE YWVM WHOPPERS	437 208 805	327 172 723	203 143 701	207 140 692	193 135 623	234 155 760	297 196 921	282 172 829	300 163 900	344 172 943	358 179 829	394 196 912	413 206 958	409 204 948	284 143 707	327 164 813
Key Products by Inventory Item (cases/day/store)	cases/da	ıy/store)														
Beef-Whopper 4.0 oz Cheese-American Sliced	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Mayo-bulk	2.8	2.4	2.0	2.0	6. 6	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Wrap Whopper	. 0 4 5 4 0	0.3	. 0 <u>-</u>	. O -	0.2	0.3	0.4	0.3	. 0 8. 0	0.4	0.3	0.4	0.4	4.0	0.3	0.3
Netcrup- Burk Bun-Whopper 5" (dozen)	120.8	101.8	87.3 2.5	86.6 2.4	79.3	95.8	117.8 3.3	3.0	113.6	3.4	113.8	125.2 3.5	131.4	130.1	94.5	3.1
Lettuce - sineaged Tomatoes	4.5	3.8	3.3 5.6	3.2	3.0	3.6	4.	4.0	4.3	4.6	4.3	4.7	6.4	. 6.4	3.5	. 1.
Onions - sliced etc	4.5	3.8	დ წ	3.2	3.0	3.6	4 .	4.0	4 .3	4.6	4.3 E.	7.4	9. 6.	6.4	3.5	4 L

	,	Promotional Monitor - System & Regional	onal Mo	onitor - S	system	& Regic	nai						
			History)rV					Week #1	1#1			
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	9+Q	D+7	Total
Total Sales(\$/Store)	(6.	\$23,000 \$23,500 \$23,250 \$23,450	33,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales	Menu Item Sales for Key Products(units/restaurant/	<i><u>Irant/week</u></i>							**************************************			2)y }
Category	Seament												
Whopper	WHOPPERS	215	211	228	269	32	8	37	37	4	99	46	286
-	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	56	165
	YWWM WHOPPERS	669	629	714	813	92	103	11	11	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	4	157	170	170	183	275	209	1,309
Variance from Exp	Variance from Expected (Highlighed Areas are Outside	utside of Ex	of Expected Range)	(ande)									
Whopper	WHOPPERS	11.4%	-9.8%	-9.8% -23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
=	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	%0.6	%9:9
	YWVM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	2.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	%9.6-	-9.6% -23.4%	4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

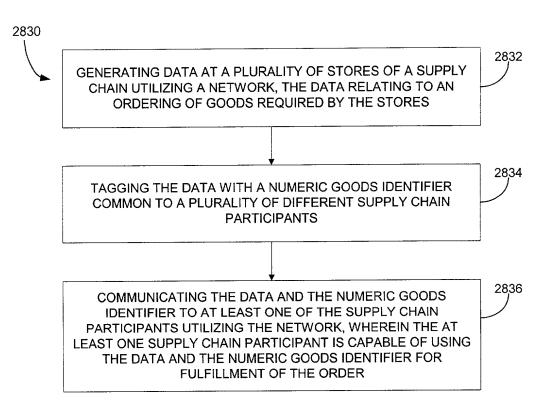


FIG. 28

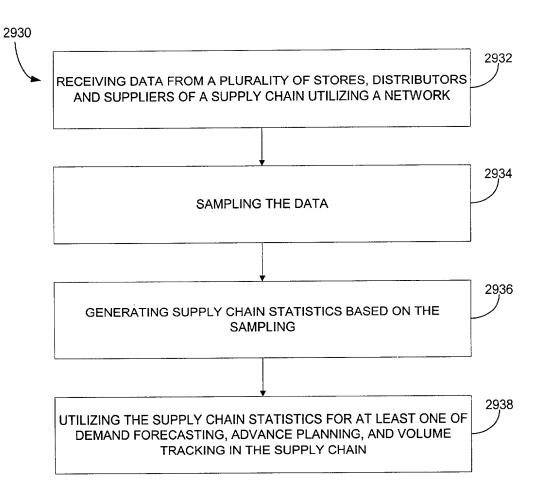


FIG. 29

3000 Distribution Center: Alliant Topeka Time Period (Month/Yr):

Delivery Order Fill Rate

65712		Warehouse Outs Damages	154 68	0.23% 0.10%
		Wareho		
Total Cases Ordered:		Operations:	Cases:	Percent
	3002			

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	066	0.2		1060
Percent:	1.51%	0.11%	0.00%	1.61%

3004

568 0.86%

%00'0

284 0.43%

62 %60.0

0.10%

Total Operations

Overlooked and Not Returned

Short on Truck

MisPicks

Distribution Center Total:	Cases	Percent
Operations:	268	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

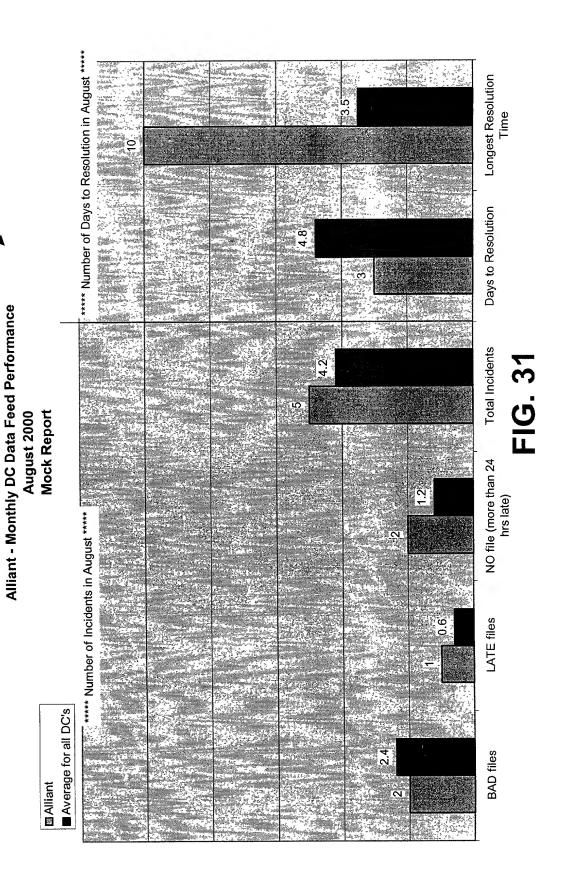
Delivery Order Fill Rate:

On-Time Delivery Rate

0.00%	On-Time Delivery Rate:
	# of On-Time Deliveries:
1232	Total # of Deliveries:

Perfect Order Rate

58.85%	Perfect Order Rate:
725	Total # of Perfect Orders:
1232	Total # of Deliveries:





3200

Service Level Reporting August

Ilant-Paducah Ilant-Topeka Ilant-Topeka Ilant-Topeka Ilant-Wixom Ilant-Wixom Ilant-Wixom Ilant-Wixom Ilant-Satiant Ilant-Louisville Ilantes 29. Córiklin Ilantes 29. Córiklin Ilantes 29. Córiklin Ilantes 29. Córiklin Ilantes 10. Cleveland Ilan	99.14% 99.05% 99.34% 99.41%	20115765 201168	
liant-Topeka liant-Wixom ng-Atlanta ng-Aacksonville ng-Louisville alnes 29, Conklin alnes 20, Cleveland alnes 20, Cleveland alnes 20, Cleveland alnes 20, Conklin alnes 20, Co	99.05% 8 99.34% 99.34% 99.41%	7/17/ 880 (1975) 1975 7/17/ 880 (1975)	
ng-Atlanta ng-Atlanta ng-Atlanta ng-Jacksonville ng-Louisville alnes 29, Conklin alnes 29, Conklin alnes 20, Cleveland alnes Long Island alnes Long Island BM Fulleror BM Lewisville BM Corlando BM Rocky Mount	99.05% 99.34% 88.45% 99.41%	2012 20 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
ng-Atlanta ng-Jacksonville ng-Louisville alnes 29, Conklin alnes 20, Cleveland alnes Long Island alnes Long Island BM Fullertor BM Lewisville BM Colando BM Rocky Mount	99.34%	0.116=00 (A.S.) (A.S.)	
ng-Jacksonville fig-Louisville alnes 29, Conklin alnes 20, Cleveland alnes Long Island alnes Long Island BM Fulleror BM Eulleror BM Cylando BM Orlando CCabe S	99.41%		78.70%
ng-Louisville alnes 29, Conklin alnes 20, Ceveland alnes Long Island alnes Long Island annes New England BM Fullertor BM Lewisville BM Criando BM Rocky Mount	99.41%		\$\$4.8 per 10 10 10 10 10 10 10 10 10 10 10 10 10
aines 29, Conklin aines 30, Cleveland aines Long Island aines New England BM Fullerror BM Lewisville BM Orlando CCabe 3.	99.41%		
aines 30, Cleveland aines Long Island aines New England BM Fullerrorr BM Lewisville BM Orlando BM Rocky Mount			79.25%
aines Long Island alnes New England BM Fullertorr BM Lewisville BM Orlando BM Rocky Mount			
aines New England BM Fullertorr BM Lewisville BM Orlando BM Rocky Mount	99,41%		
BM Fullertorr BM Lewisville BM Orlando BM Rocky Mount:			79.83%
BM Lewisville BM Orlando BM Rocky Mount: cCabe's	99.13%		i0/AIQ#
BM Orlando BM Rocky Mount cCabe s	· · · · · · · · · · · · · · · · · · ·	0.000	#DIV/0i
BM Rocky Mount. cCabe's			i0/AIG#
ccabels	99.13%	SEC. 100 100 100 100 100 100 100 100 100 10	i0/AIG#
A Charles I will be a selected to	(1) 10 (1) (1) (1) (1) (1) (1) (1) (1) (1) (1)	967.466 W 1988 W	44.2
	#DIV/0i.	#DIV/0i	i0/AIG#
cholas & Co.	1 P.09 06	9,600,083,433,340,346	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
-D Supply	99.16%		
-G Victoria	99.42%	#DIV/0i	
//Wonarch	99.20%	10 mary 17 7.00 m	
ainhart-Cedar Rapids	89.05%	Same Same	
Jinhart-Oak Creek	99.31%		
einhart-Rogers 🐣 🕝 🛣		100	
estaurants NW	99.03%		A 108 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1
namrock Commerce Cify	9.550 B6 11.15 11.25 11.55	0.88 70 3 38.0	98.13%
namrock Phoenix	98.81%	93,887	
/gma Harrisburg			48 48 44 58 58 2 8 8 W
/gma Stockton			
00\$/			

	Fill Rate	On - Time	Perfect Order
aKC Min	98.50%	%00'06	78.00%
RSI Min	89.50%	%00'06	%00'08

OK Didn't meet RSI Min Didn't meet BK Min

Vendor:

XYZ Company

3300

Time Period:

Aug-00

3300

Inventory Management:

Average Days On Hand

Delivery Statistics:

On-Time Delivery Percentage DC Adherence to Lead-Time DC Requested Lead-Time Hours Delivery Late Days Delivery Late

0.93 %36 95% 4

Max Days On Hand

SKU #2 SKU#1

Monthly Carrying Cost

40

32

SKU#2

SKU#1

19

Average as % FOB SKU#1 SKU #2

\$	42,513
ક્ક	12,589
	1.25%

Invoice, Payment and Pricing:

Monthly Freight Variance Monthly Total Variance Monthly FOB Variance Days for Payment

Invoice Accuracy:

3,594 33,746

30,152

↔ 8

97.25%	%00.66

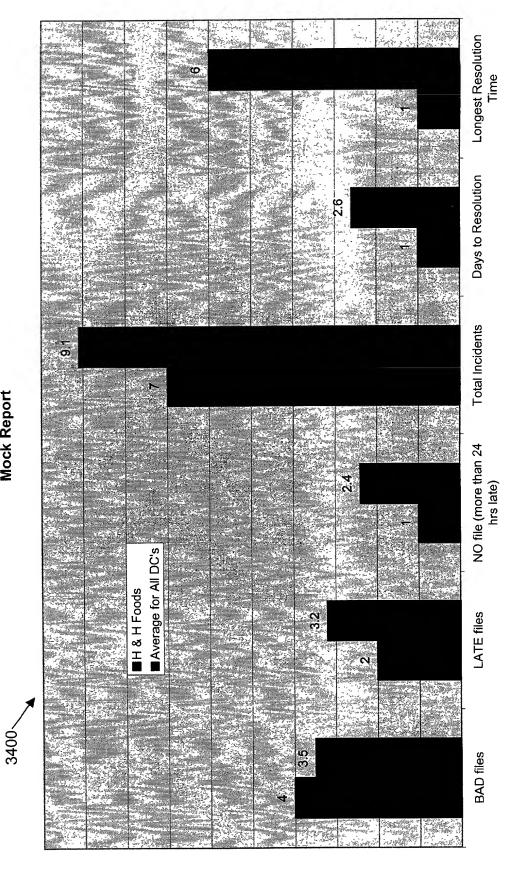
0/ 07: 10	%00.66	92.34%

Perfect Order Percentage

PO Accepted Rate

Invoice Fill Rate

H & H Foods - Monthly Supplier Data Feed Performance August 2000 Mock Report



Service Level Reporting November - Mock Report

	Overcharge	Percentage % Invoice FOB
GOODIES THE TANKS OF THE	A STATE OF THE STA	
COMARK INSTRUMENTS, INC.		
WHITEFORD FOODS, INC.		8000000000000000000000000000000000000
EPAGE BAKERY // COUNTRY KITCHE		
NOR-SYSTEMEDIA		100 PM (100 PM)
SIGNATURE MEATS GROUP		
SCHWEBEL'S BAKING CO		
MAULOUP 12 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		THAT IS NOT THE COLUMN OF THE COLUMN AND AND AND AND AND AND AND AND AND AN
MIRAPLASTICS		
DIXIE PRODUCE & PACKAGING		
<u>OR+LAKE, INC.</u>		Management (Assert Victorial Conference property of the Electronic property and a second of the Second Conference of the
FORT JAMES OPERATING COMPANY		
FRESH ADVANTAGE, KC		20,690mmm Park 2007, 100 mm 100 m
SILVER KING MIN CORP		
PYSON FOODS		
READY ACCESS		NOTIFICATION OF THE PROPERTY O
GEORGIA PACIFIC TIISSUE 📆 🗆 🗀		
CLOUGHERTY PACKING	1.41	新疆的第一条 87 0 元 6 元 6 元 6 元 6 元 6 元 6 元 6 元 6 元 6 元
BEVERAGE - AIR		THE
COMPONENT HARDWARE GROUP, INC.	0.00.00	1000
COCA COLA USA		AND THE PROPERTY OF THE PROPER
OASTMASTER	1000年間 1000年年 1000年 1	
GRANT COUNTY FOODS		96.3%
FRESH EXPRESS 💉 👭 🔭 😭 😘 🚅 💼	50 - A 1987	THE ELECTRIC CHIEF CONTROL OF THE CO
TAYLOR FARMS	(MCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCC	1.04%
MODULAR DISPENSING SYSTEM		
CENTURY PRODUCTS, LLC		
ROSE PACKING COMPANY	. 28	という はんしゅう こうしゅう こうしゅう こうしゅう こうしゅうしゅう こうしゅうしゅう こうしゅうしゅう こうしゅう しゅうしゅう しゅう

Overcharge Percentage Min \$5,000.00 92.00%		Monthly Total	Perfect Order	Monthly Carrying
Min \$5,000.00 92.00%	-	Overcharge	Percentage	% Invoice FOB
	RSI Min	\$5,000.00	95.00%	3.00%

OK Didn't meet RSI Min.

3500

3600

Mock Report/1

	** ** FY 01 ***	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0:30						
Total Dollar Purchases (in Millions) /2	(in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

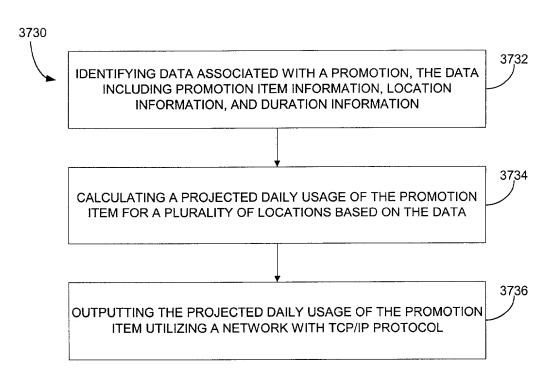


FIG. 37

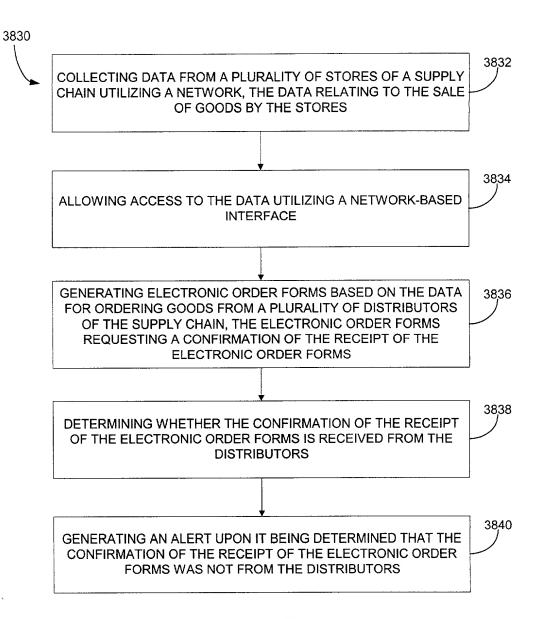


FIG. 38

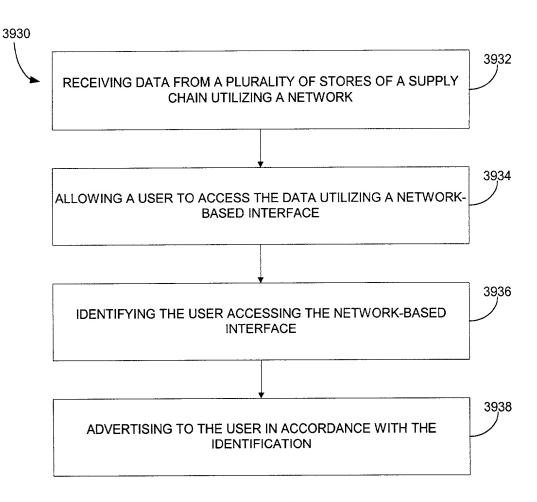


FIG. 39

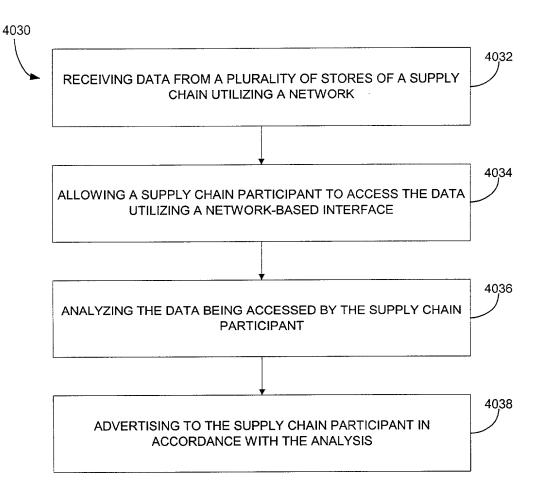


FIG. 40

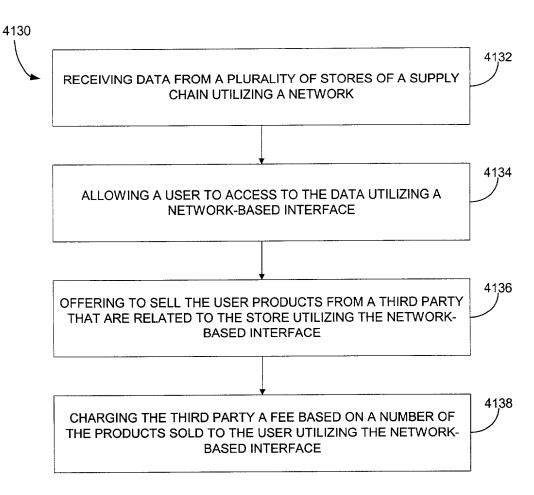


FIG. 41

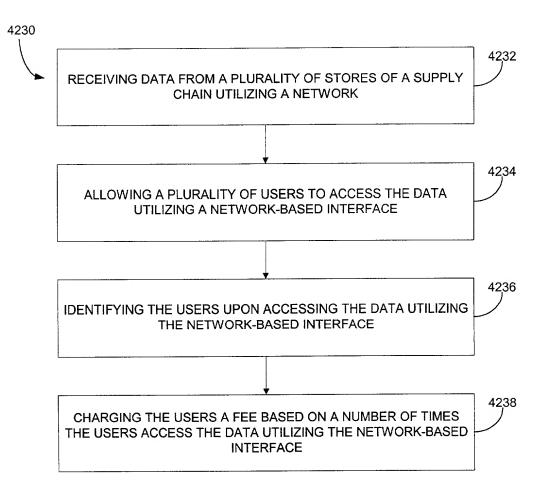


FIG. 42

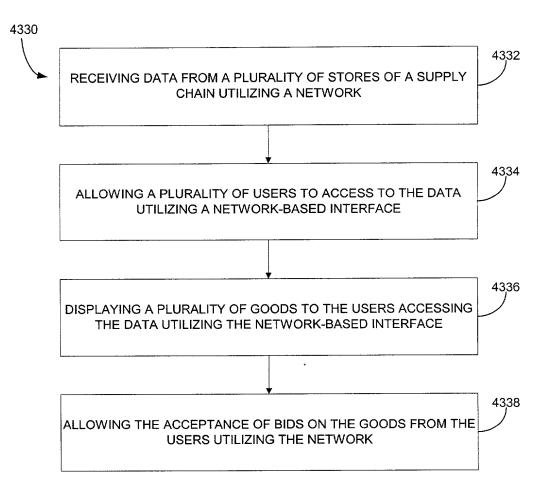


FIG. 43A

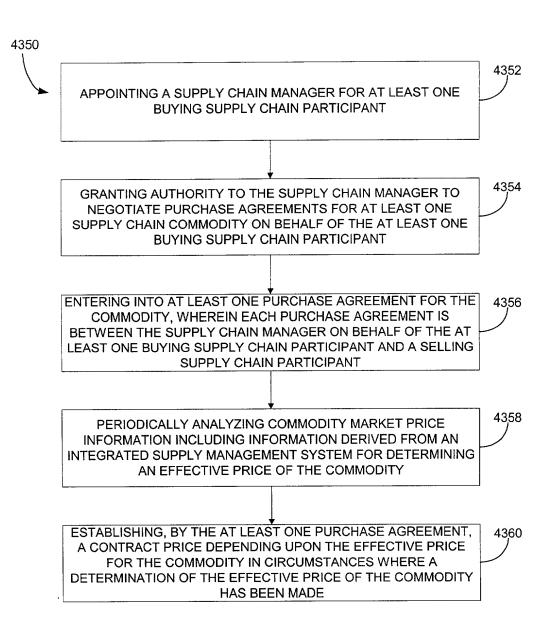


FIG. 43B

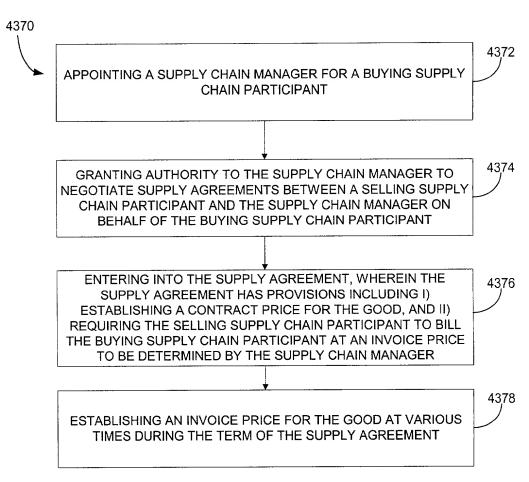


FIG. 43C

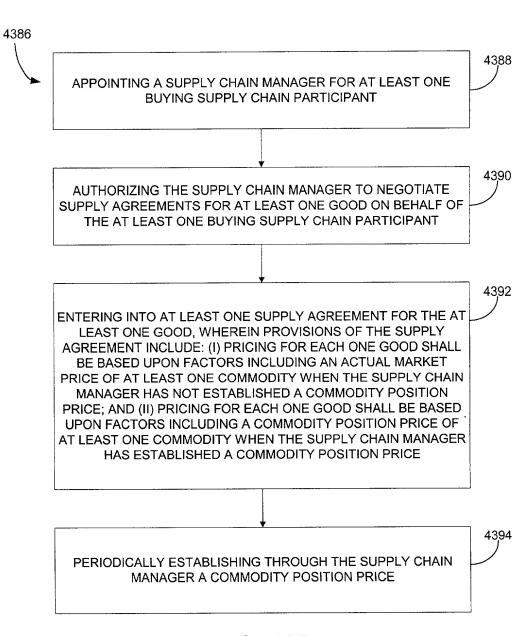


FIG. 43D

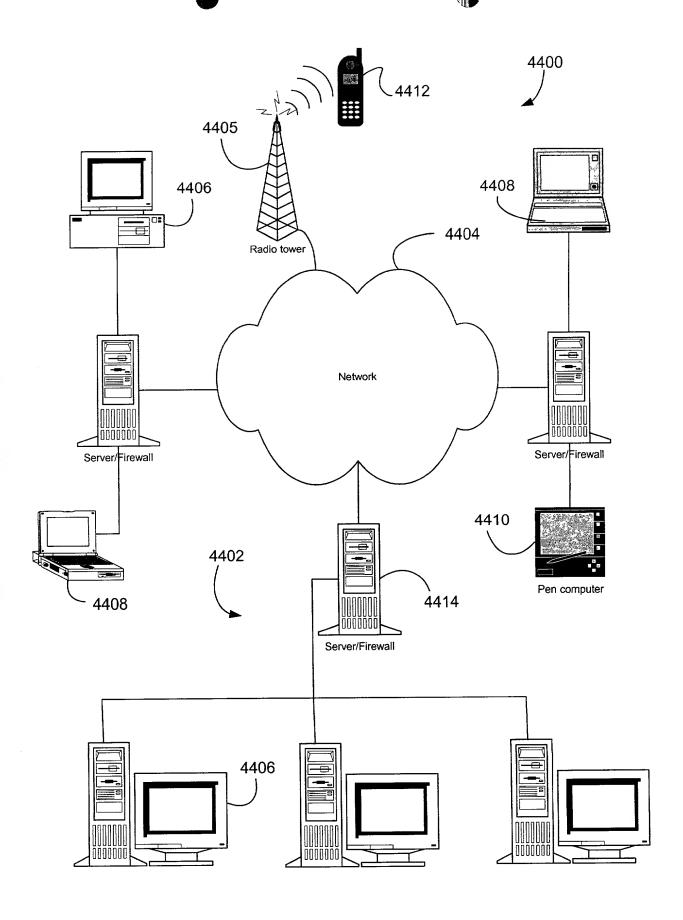


FIG. 44

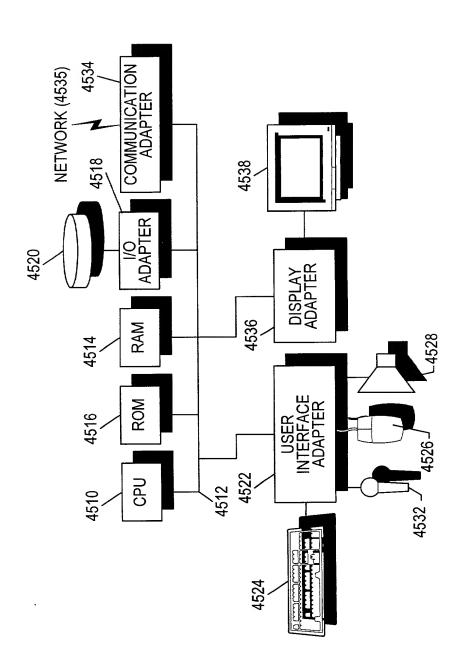


FIG. 45

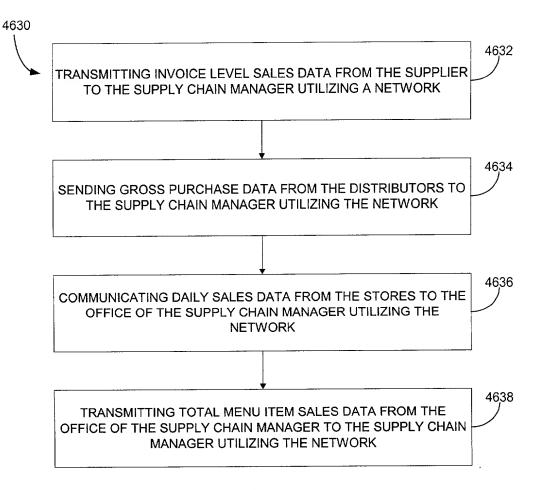


FIG. 46

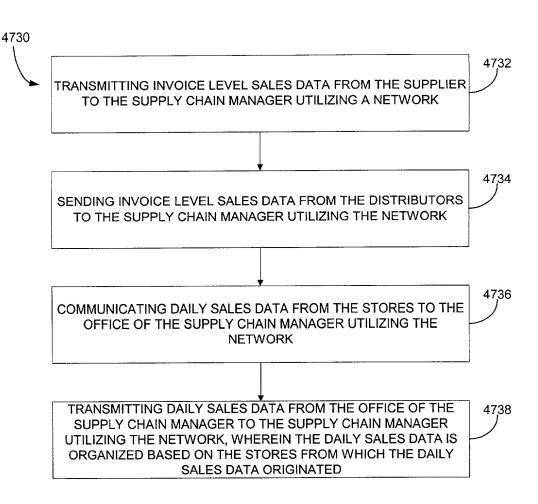


FIG. 47

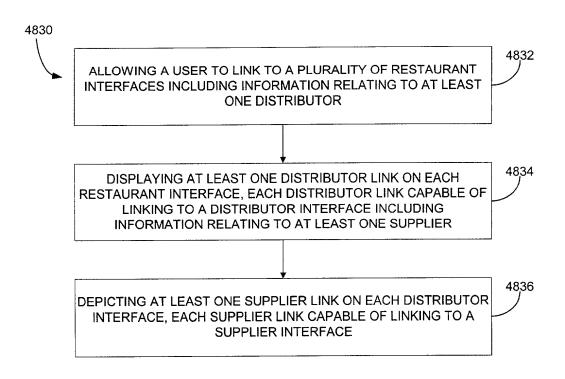


FIG. 48

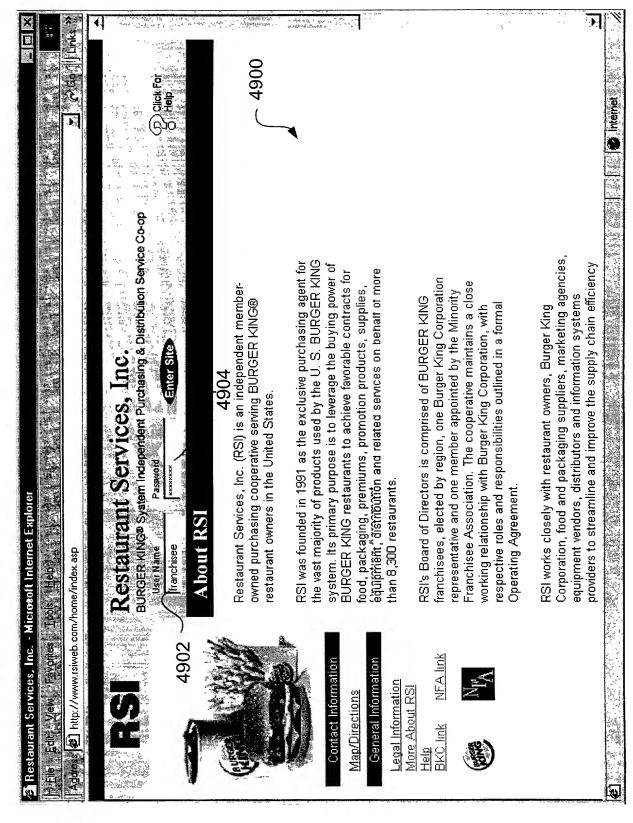


FIG. 49

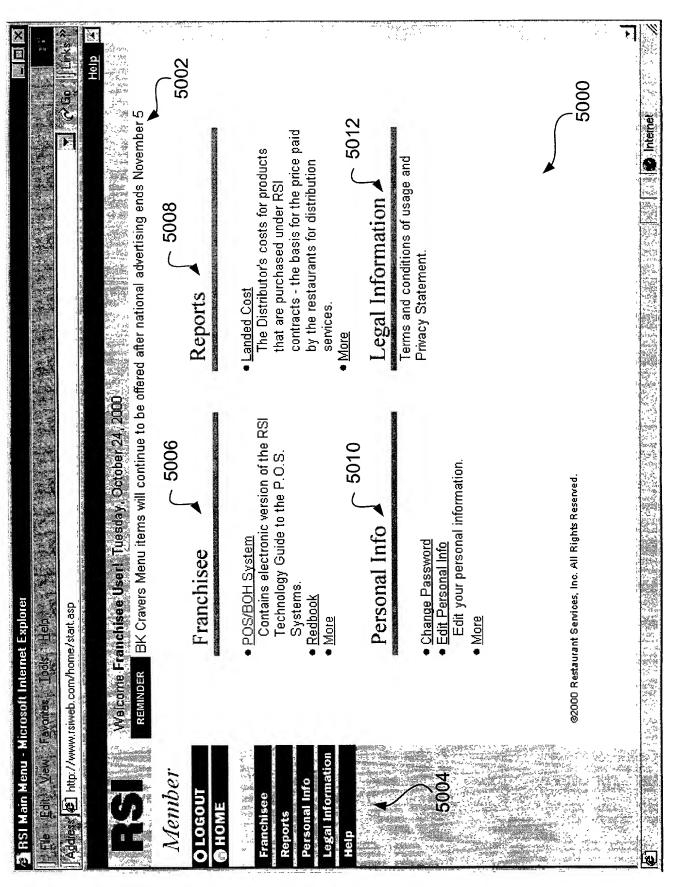


FIG. 50

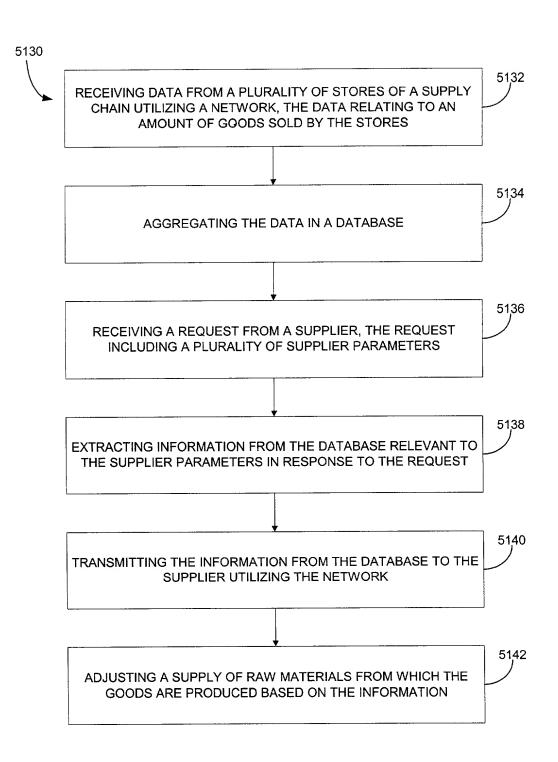


FIG. 51

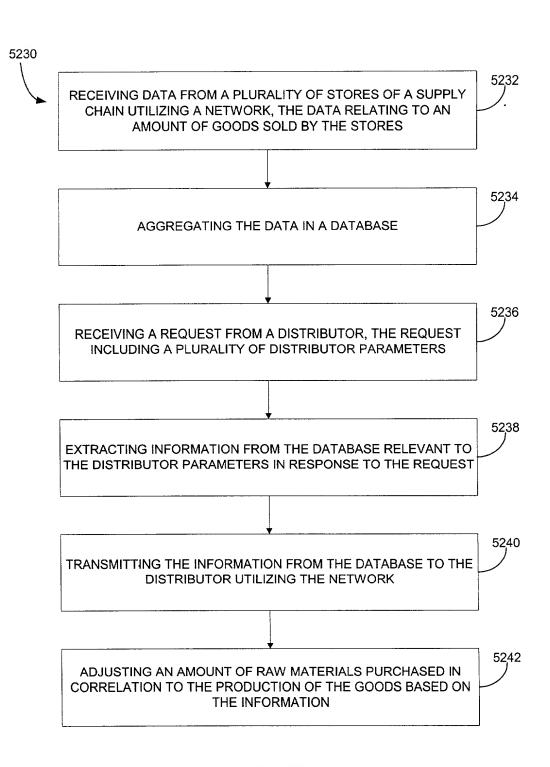


FIG. 52

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FIG. 53

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FIG. 54

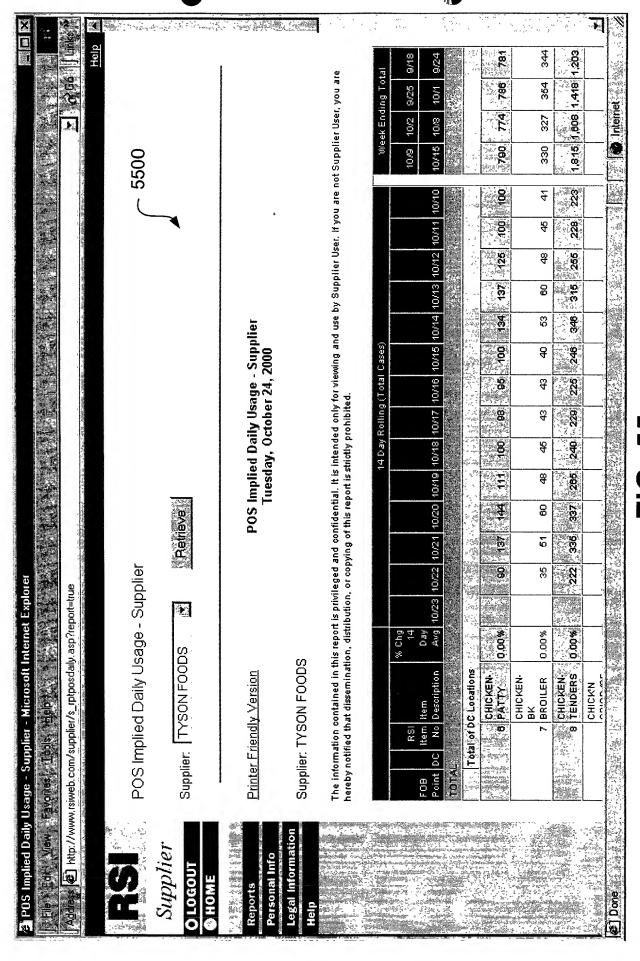


FIG. 55

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FIG. 56

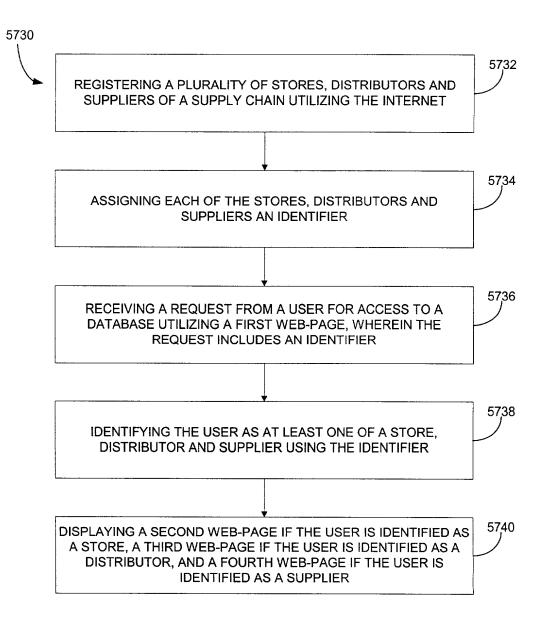
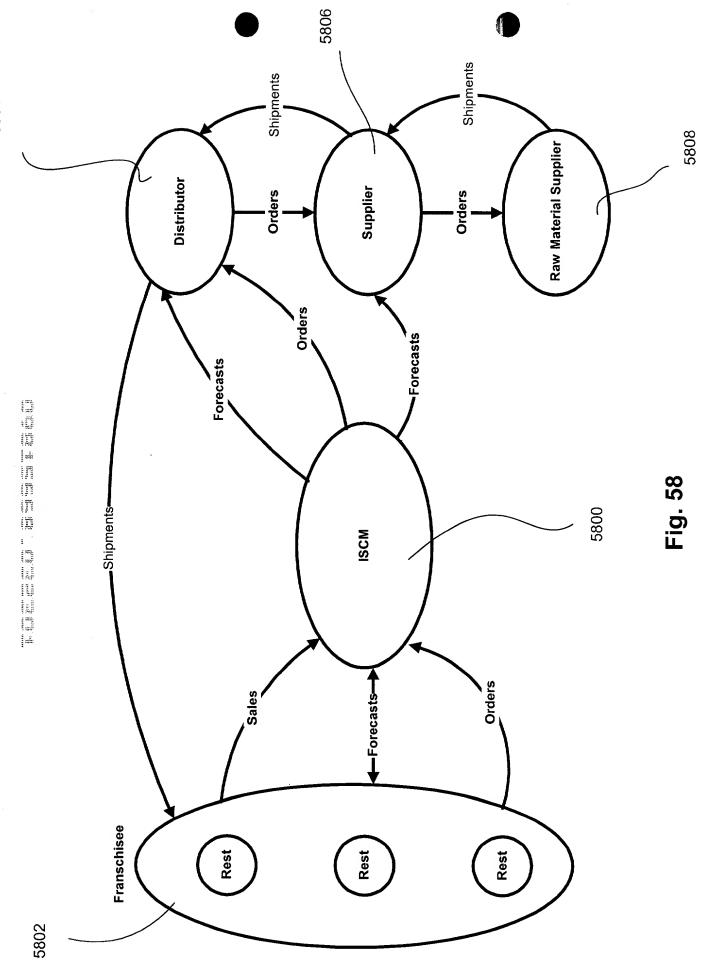


FIG. 57



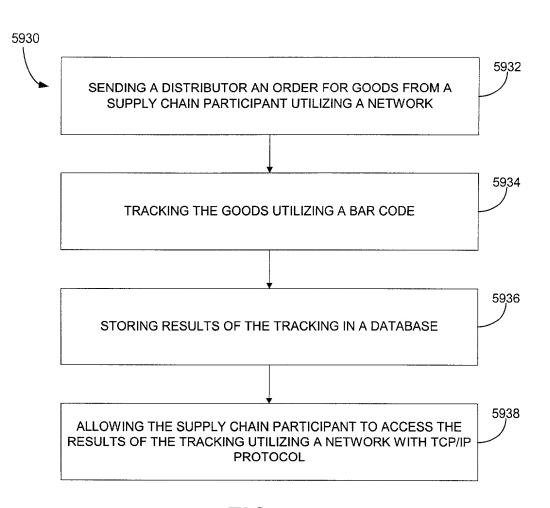
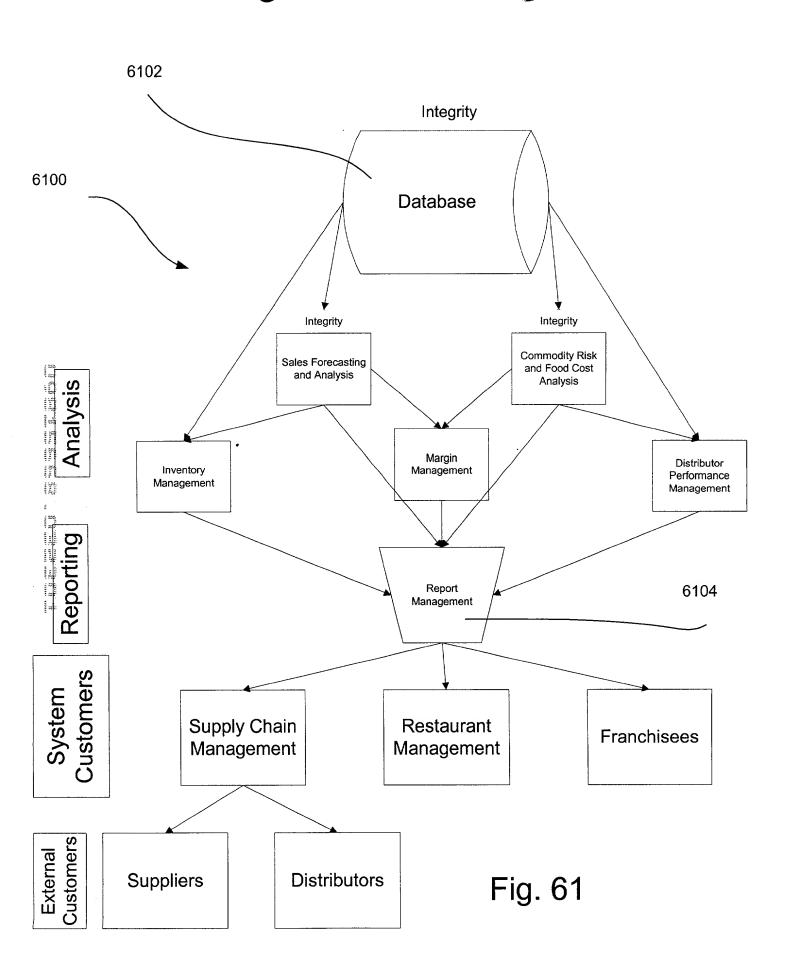


FIG. 59

Fig. 60



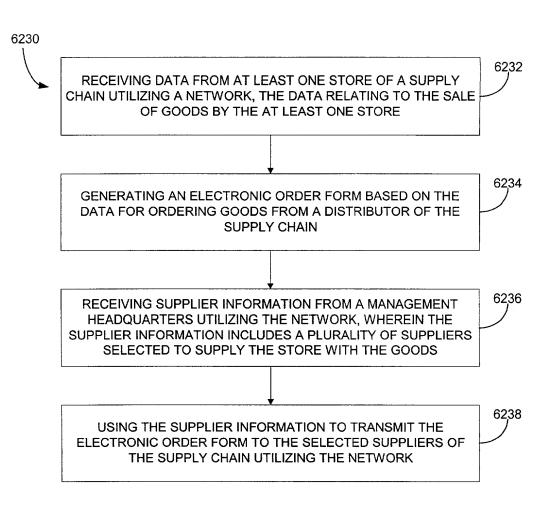
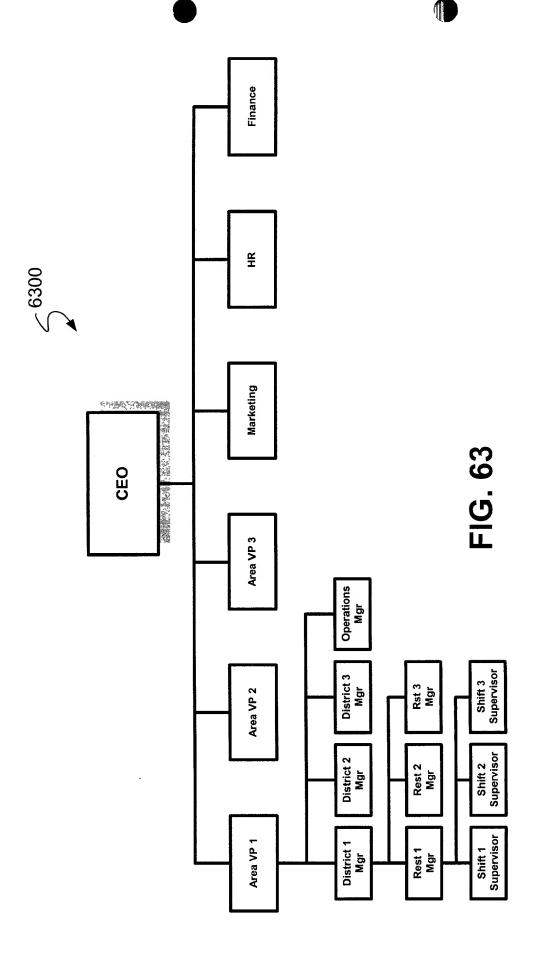


FIG. 62



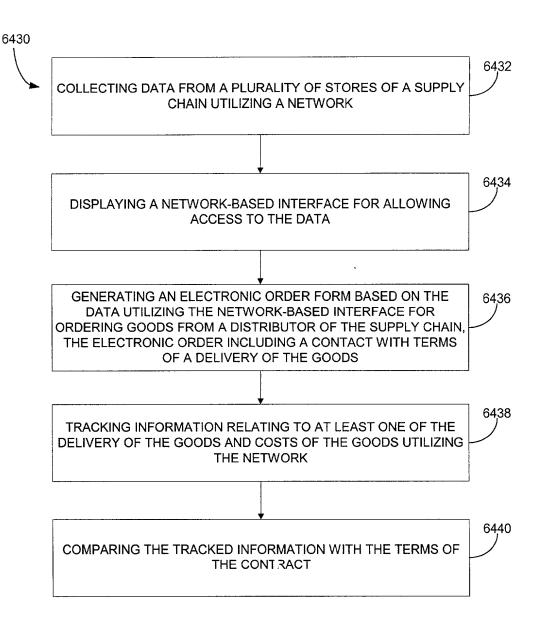


FIG. 64

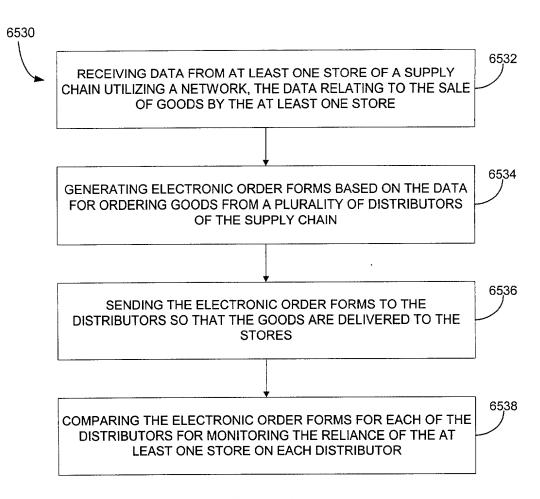


FIG. 65

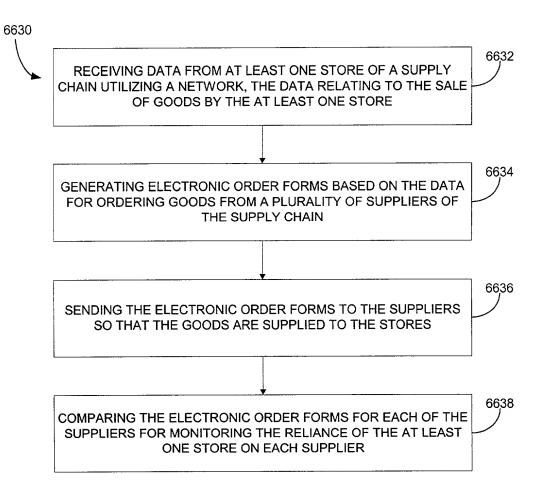


FIG. 66

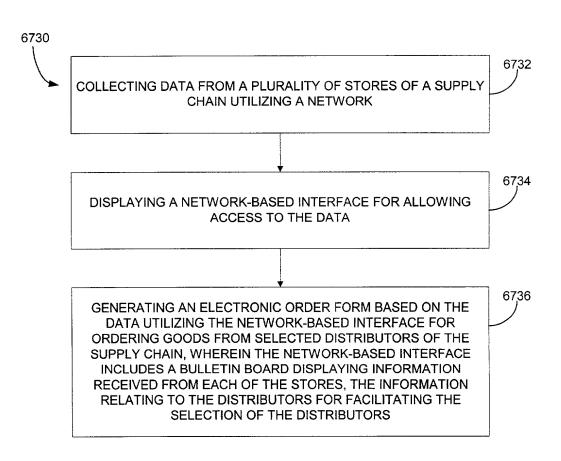


FIG. 67

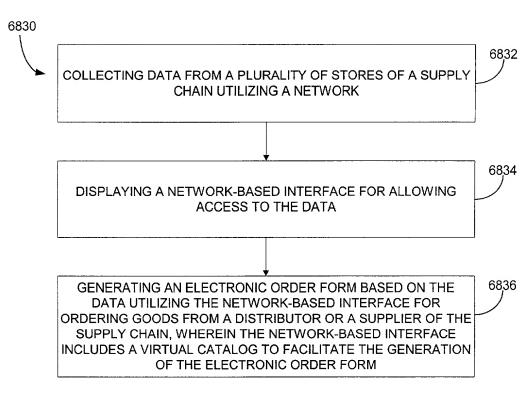


FIG. 68

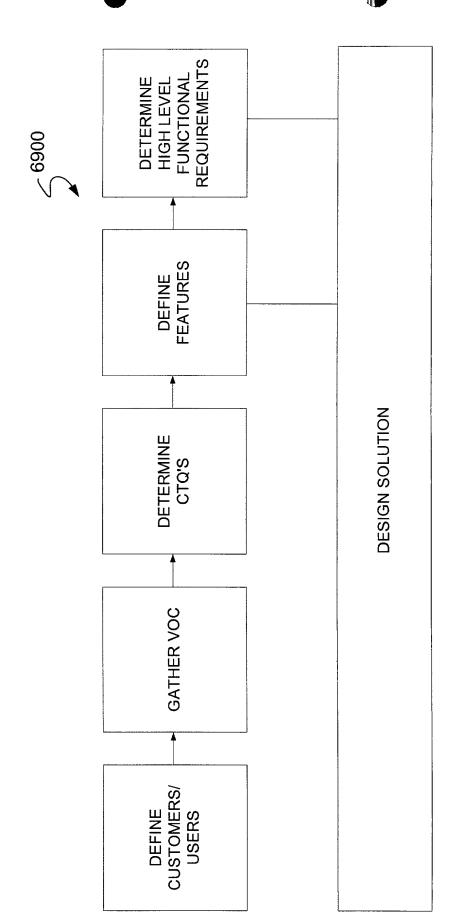


FIG. 69

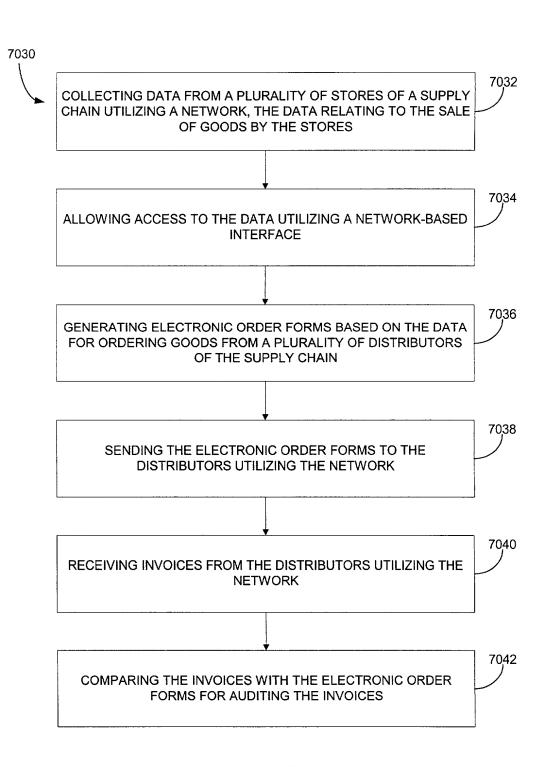


FIG. 70

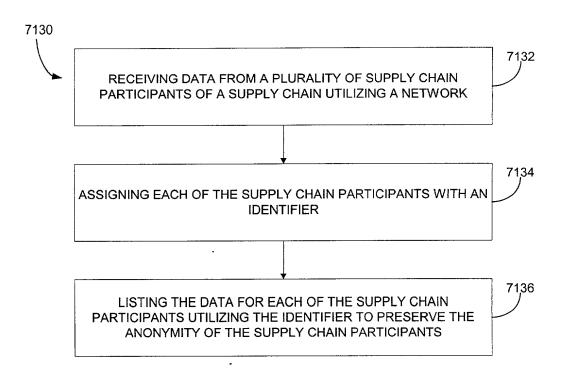


FIG. 71

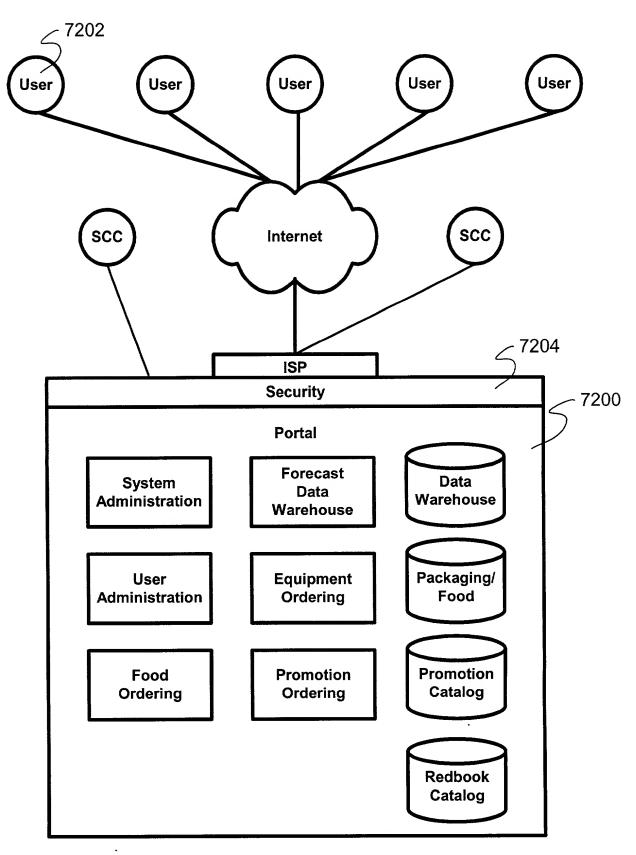


FIG. 72

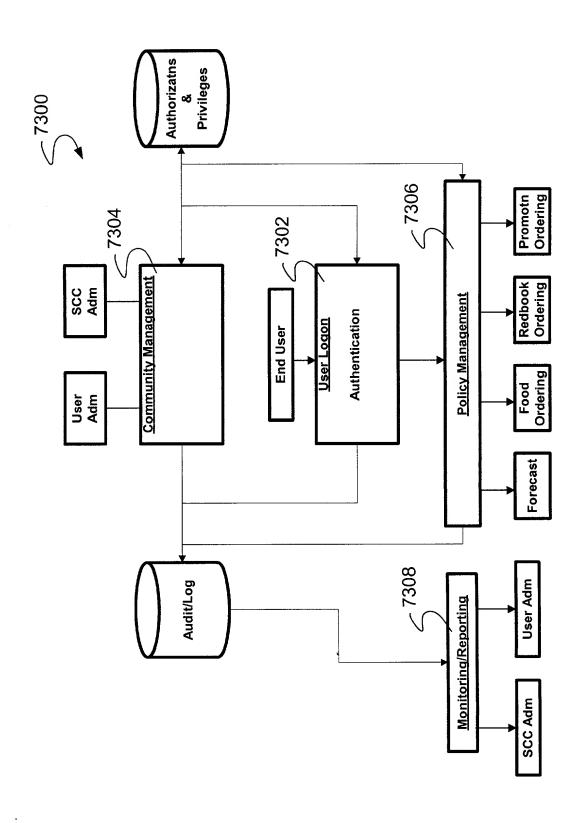


FIG. 73

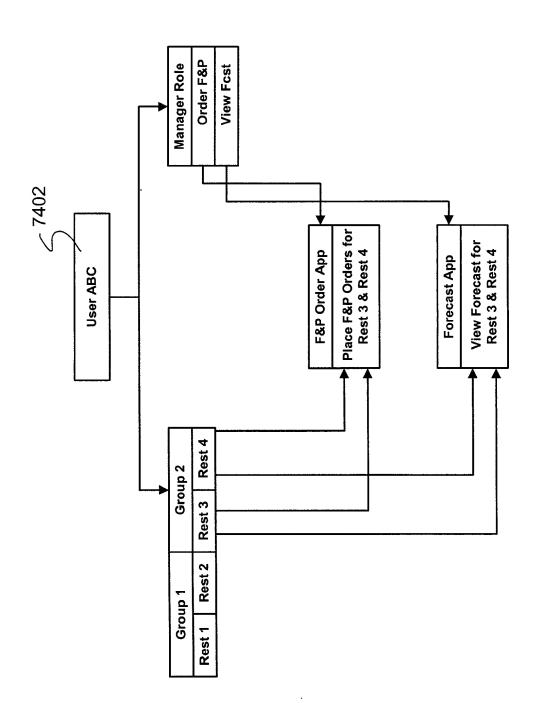


FIG. 74

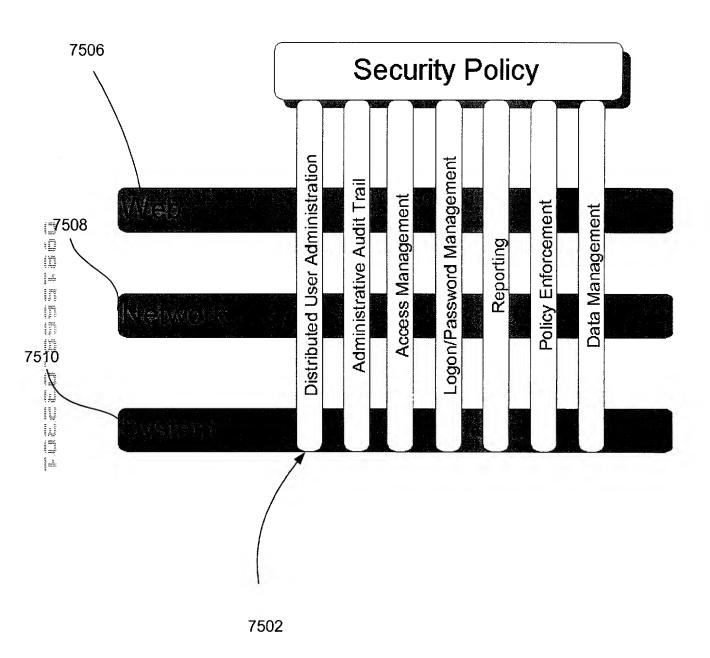


Fig. 75

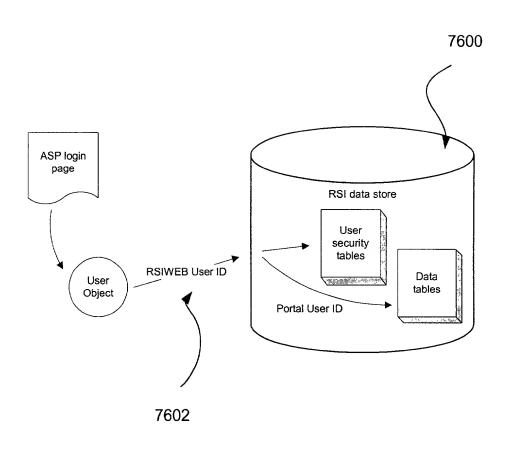


Fig. 76

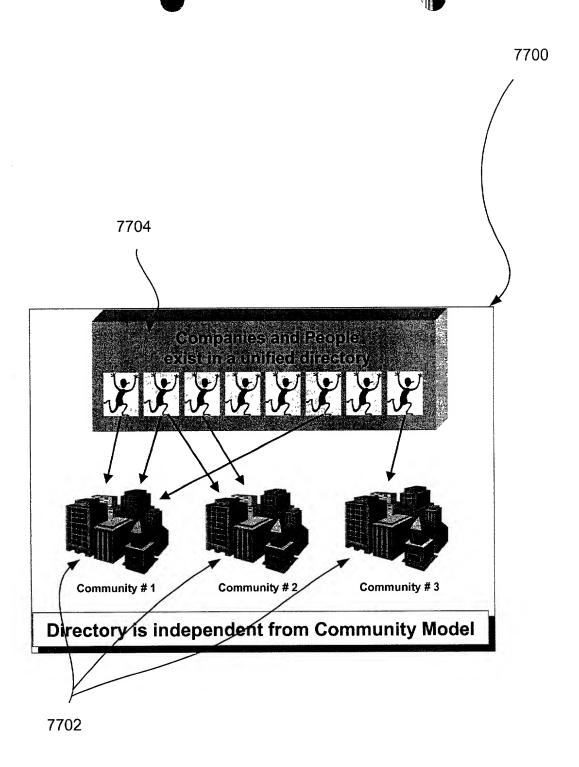


Fig. 77

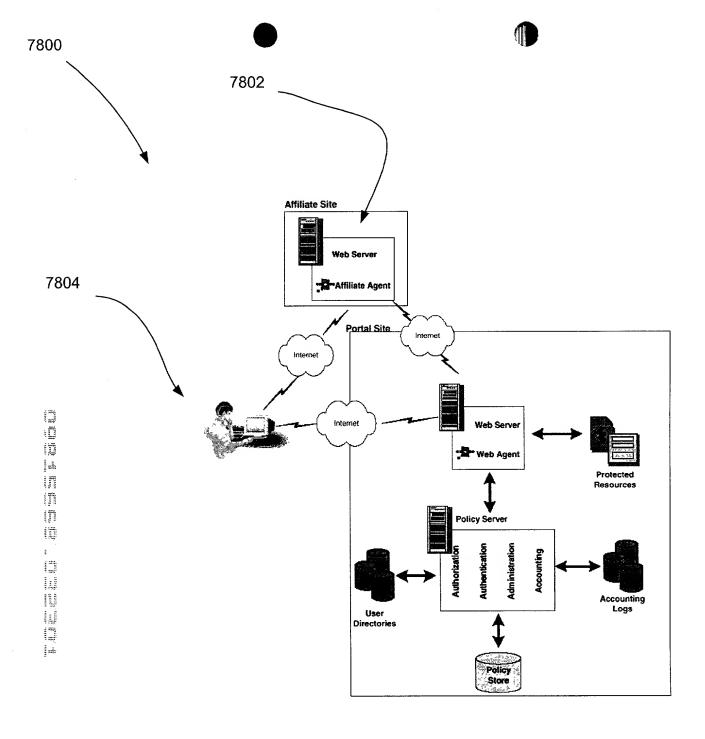


Fig. 78

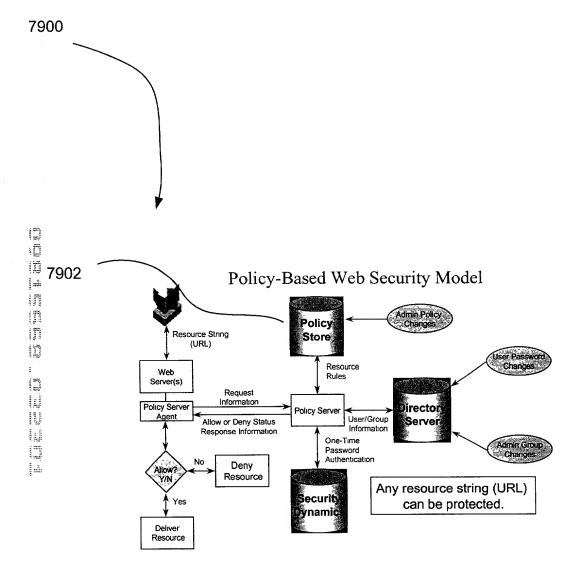


Fig. 79

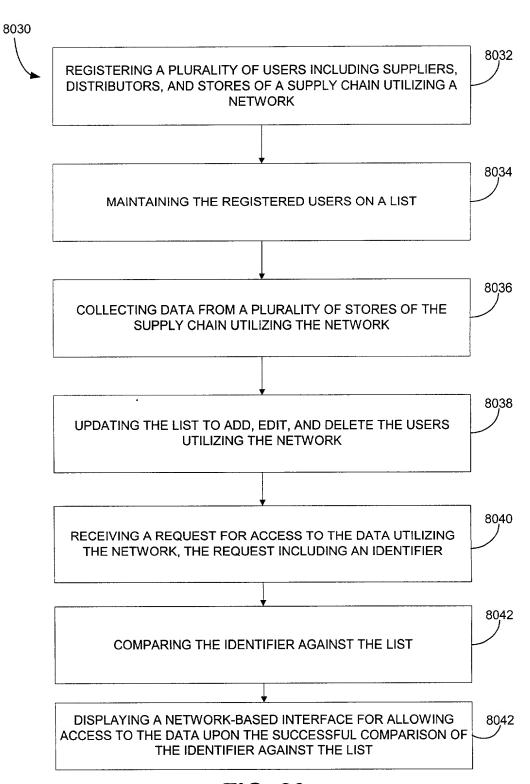


FIG. 80

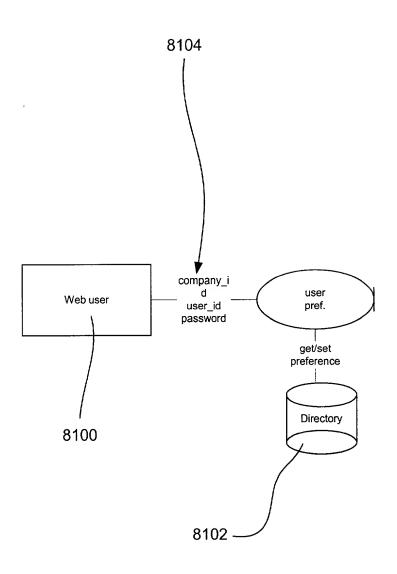


Fig. 81

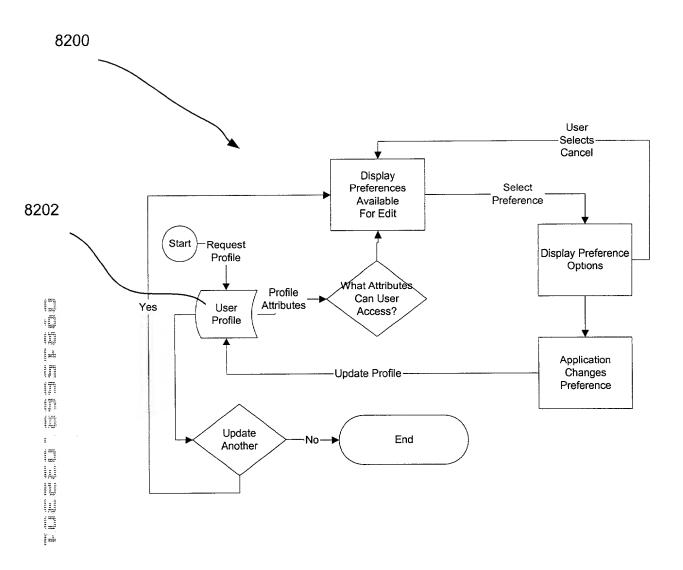


Fig. 82

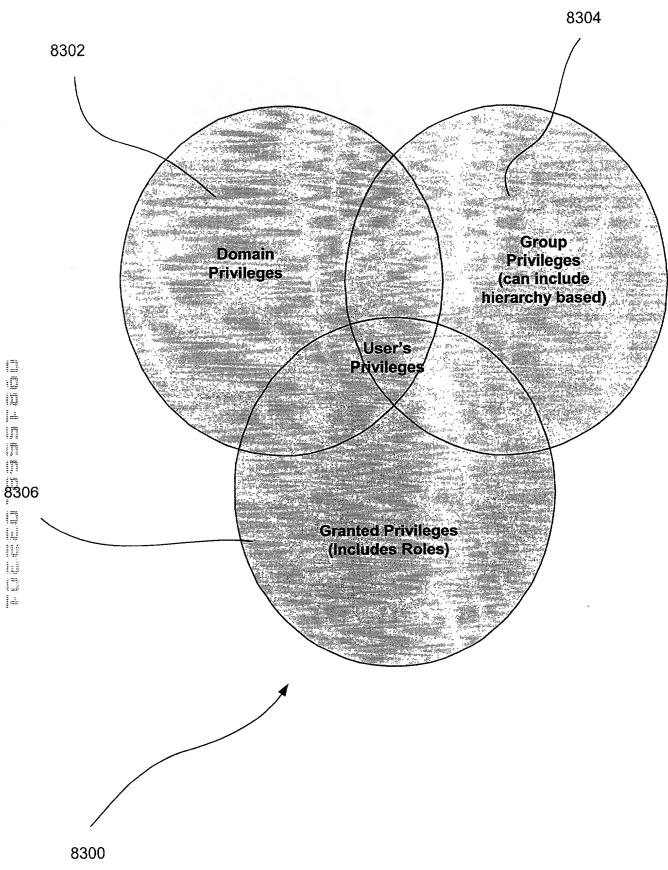


Fig. 83

Fig. 84

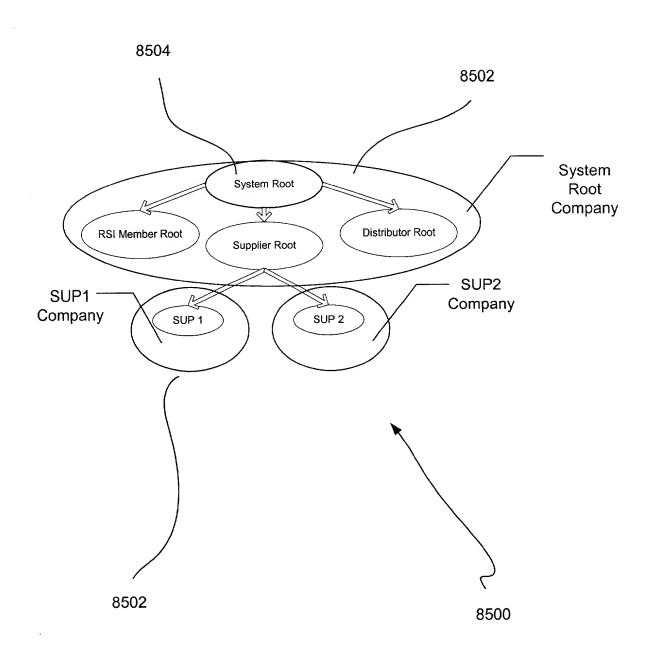


Fig. 85

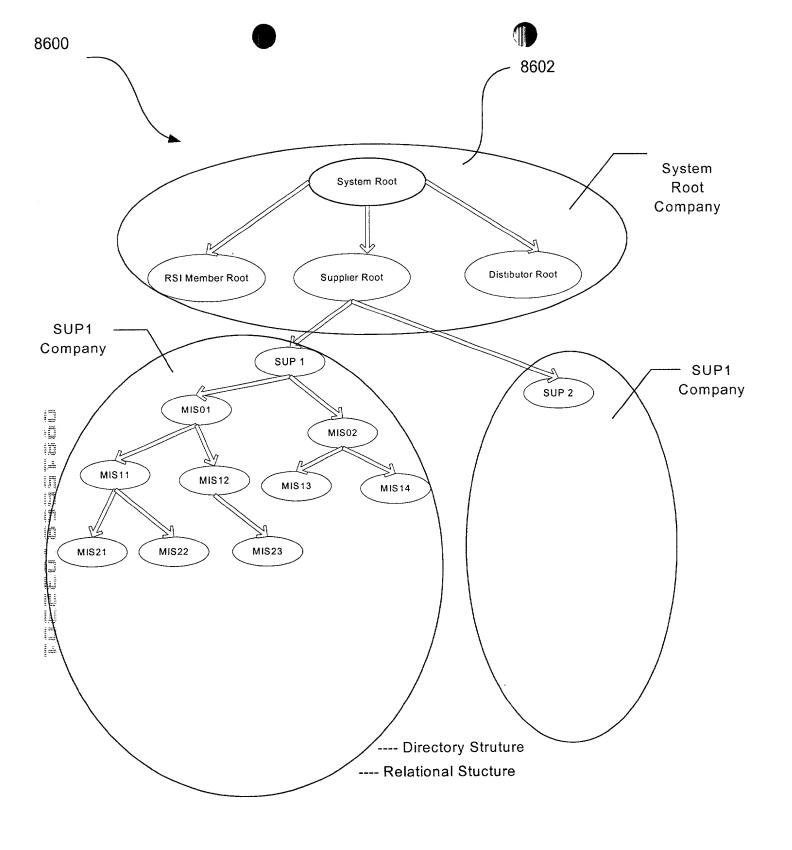


Fig. 86



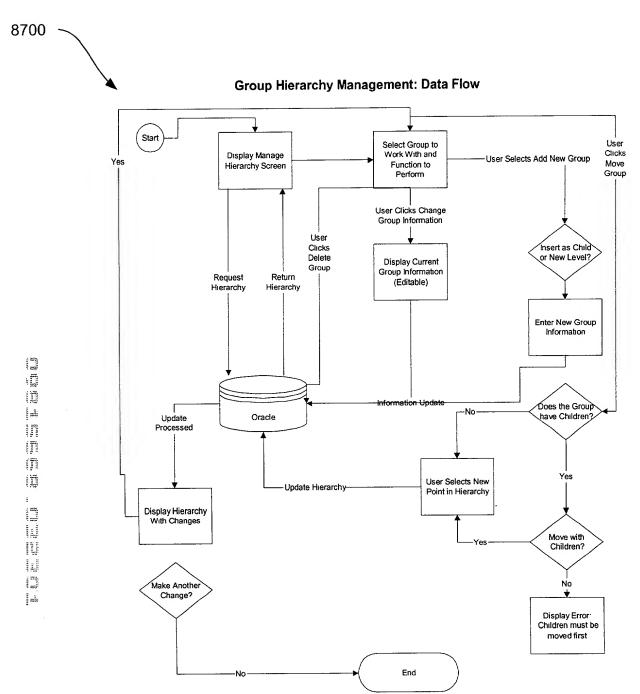


Fig. 87

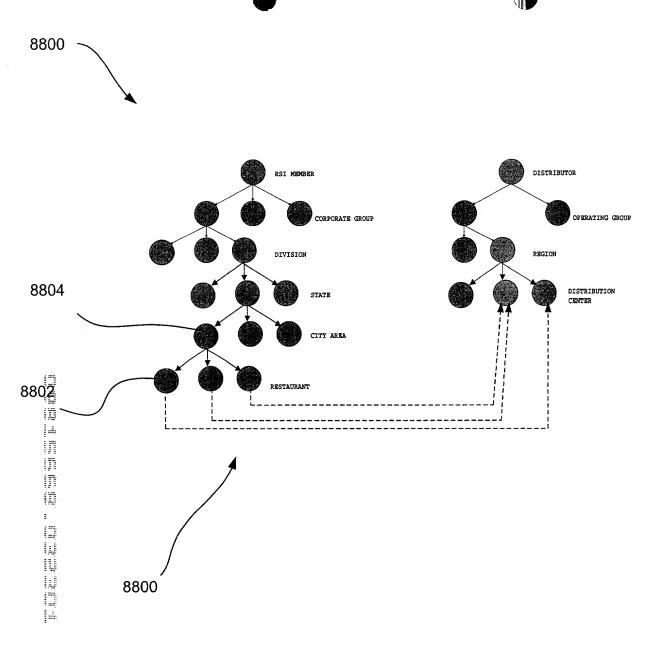


Fig. 88

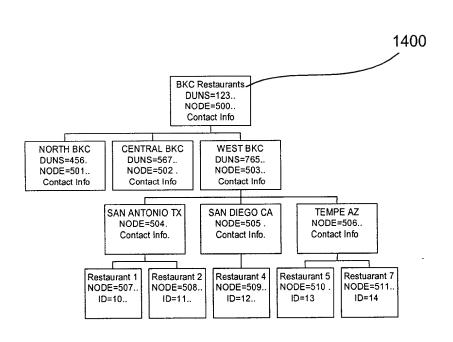


Fig. 89



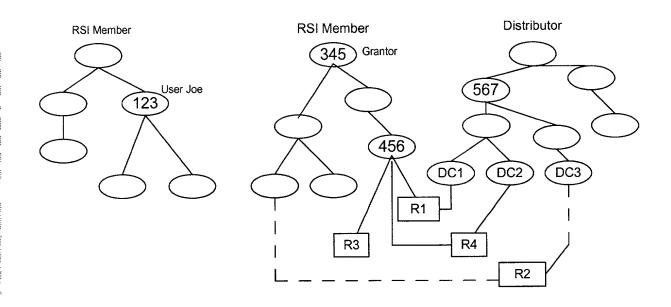
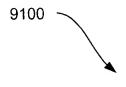


FIG. 90





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I

Harly dark hard

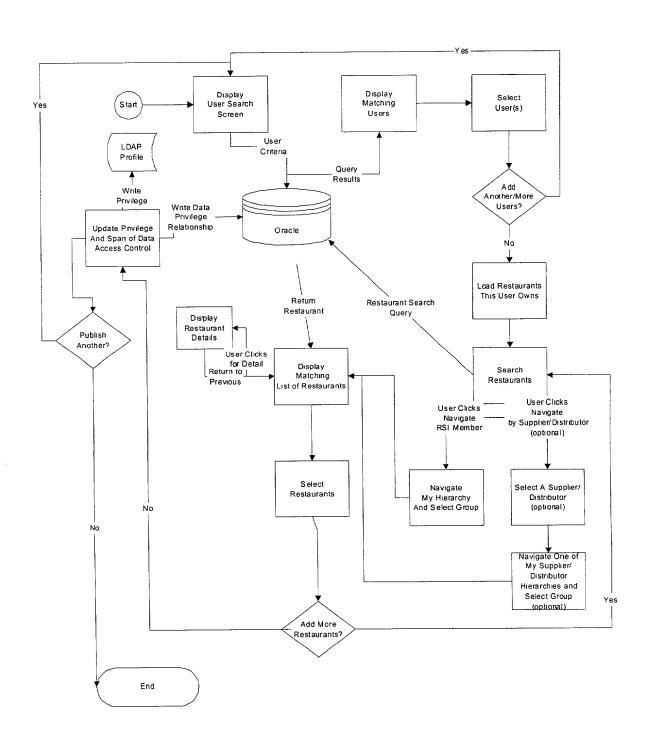


Fig. 91

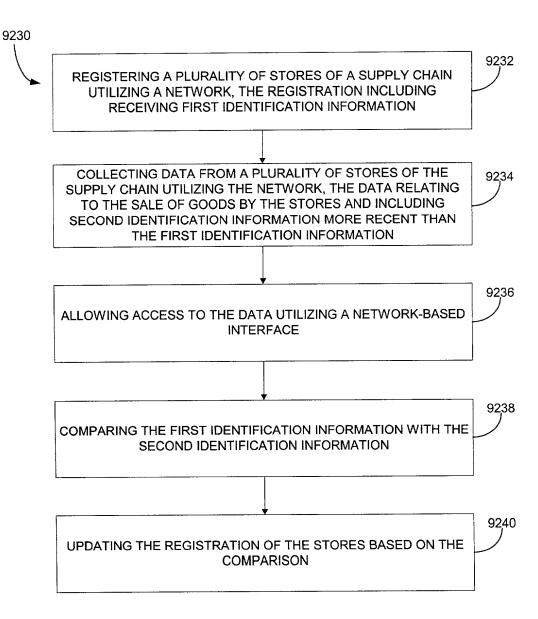


FIG. 92

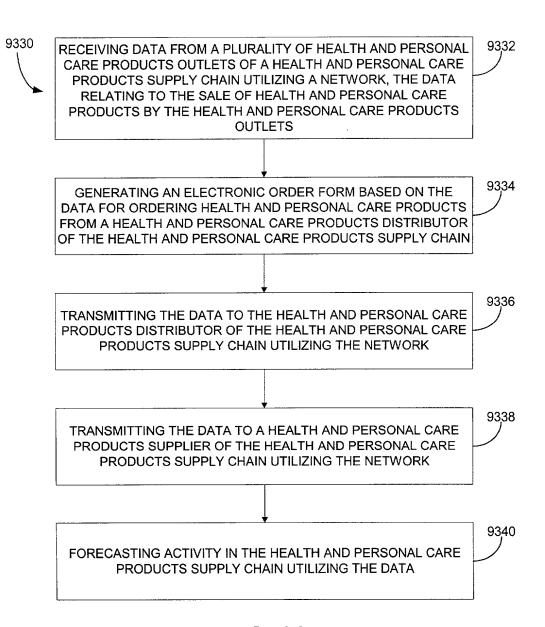


FIG. 93

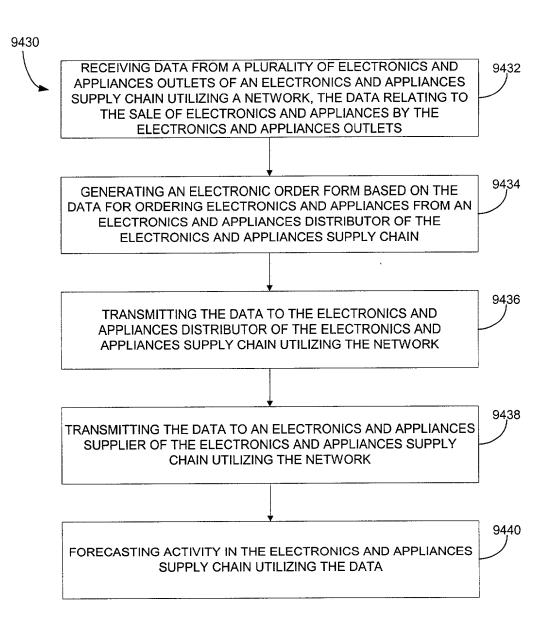


FIG. 94

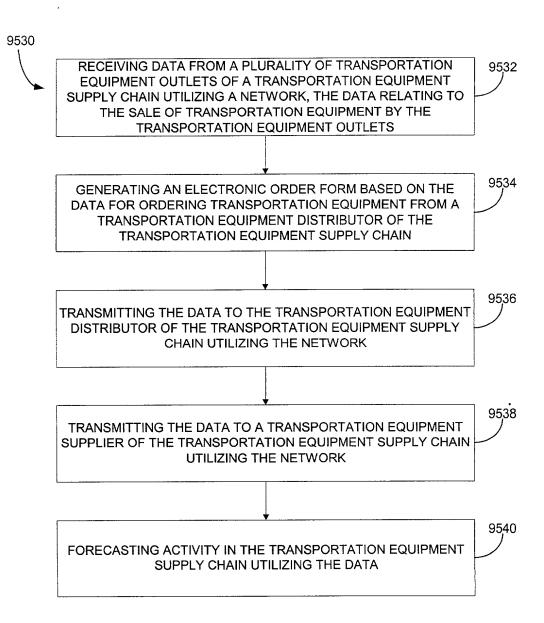


FIG. 95

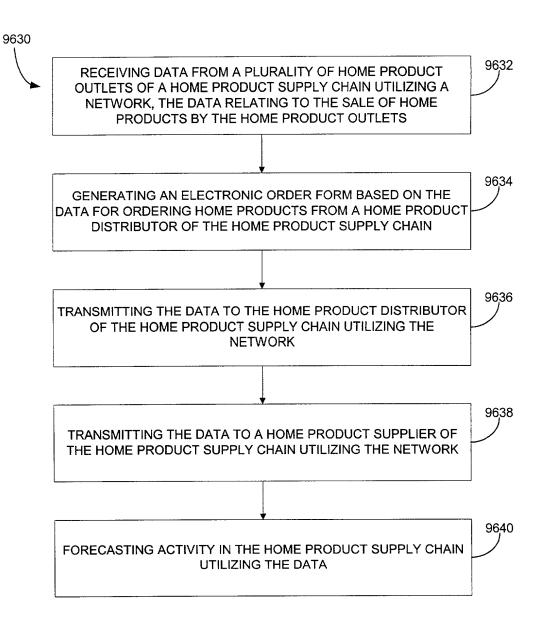


FIG. 96

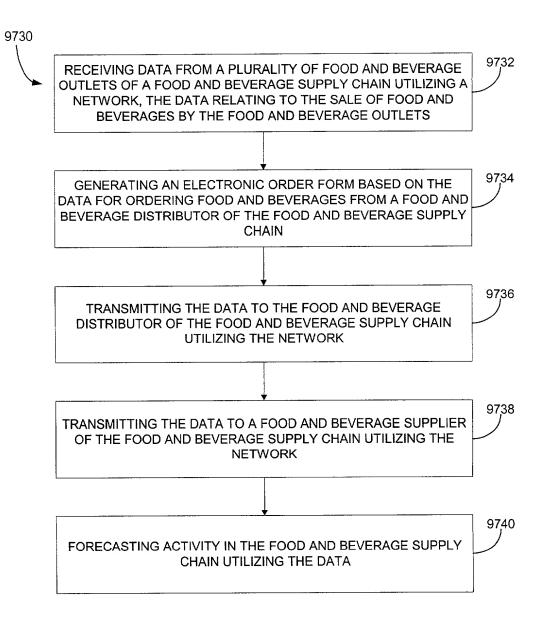


FIG. 97

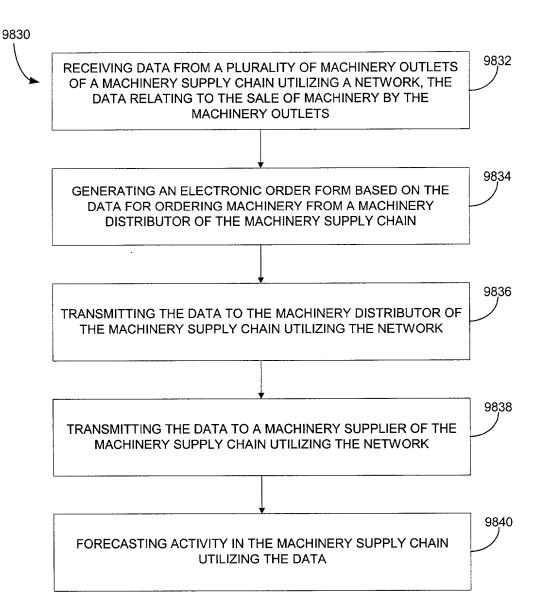


FIG. 98

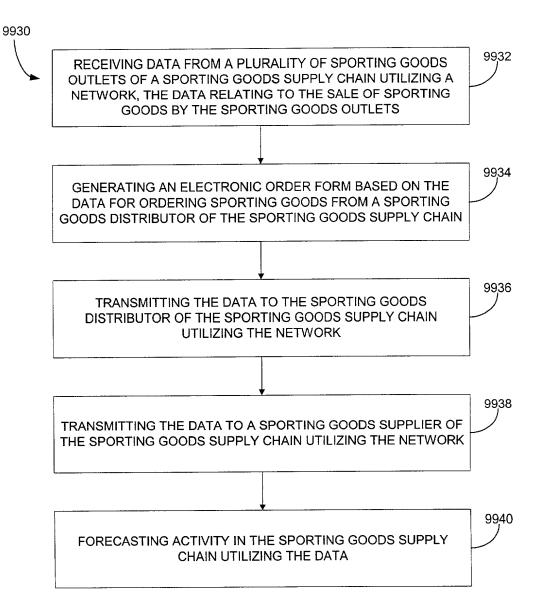


FIG. 99

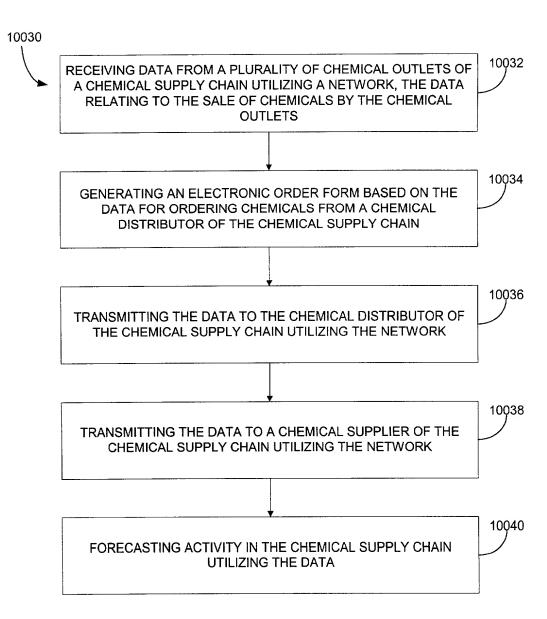


FIG. 100

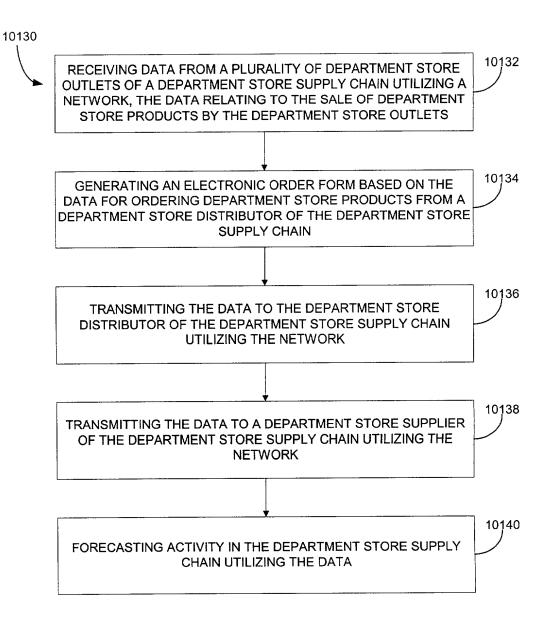


FIG. 101

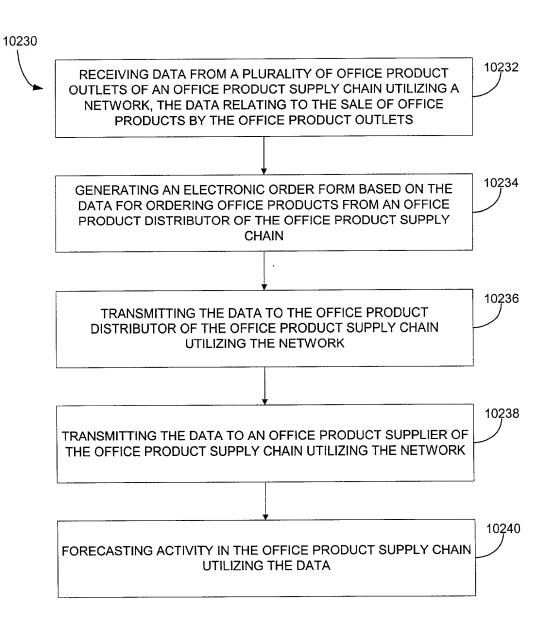


FIG. 102A



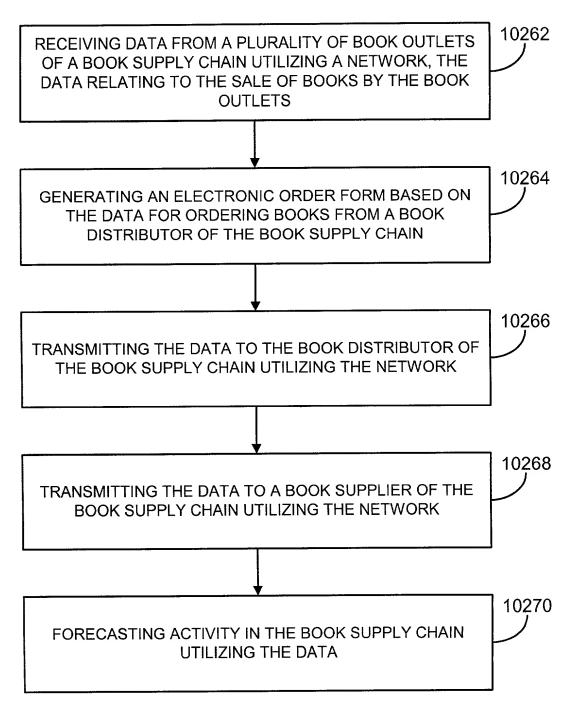


FIG. 102B

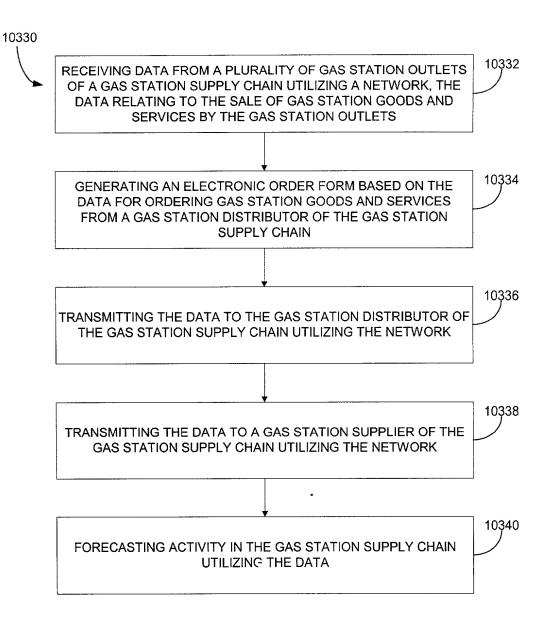


FIG. 103

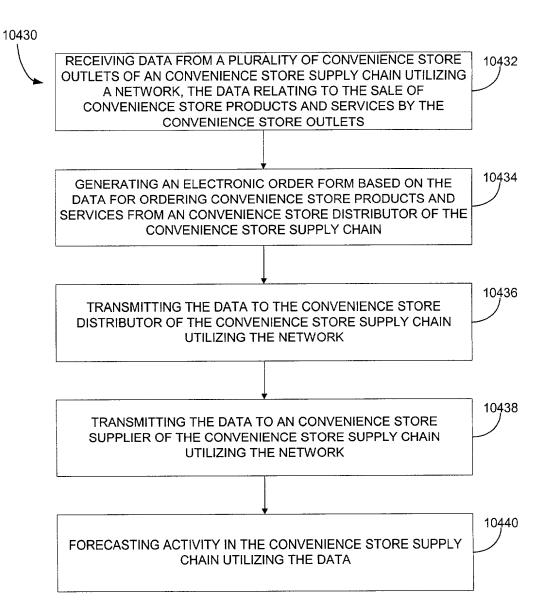


FIG. 104A



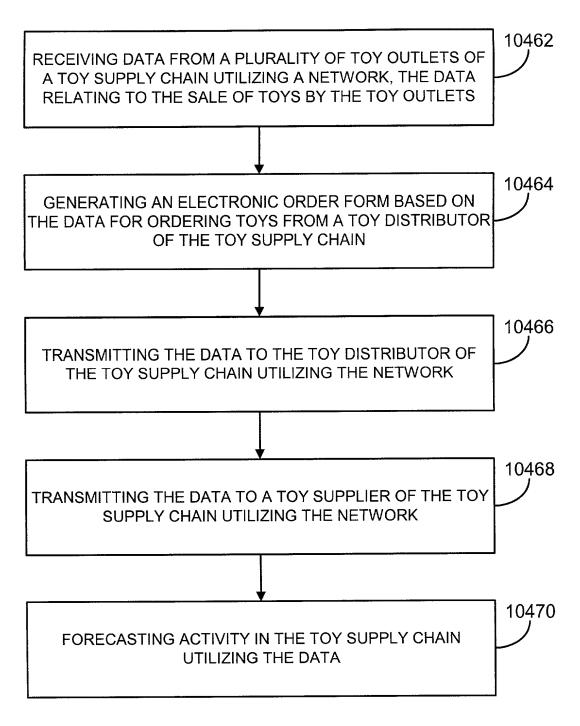


FIG. 104B

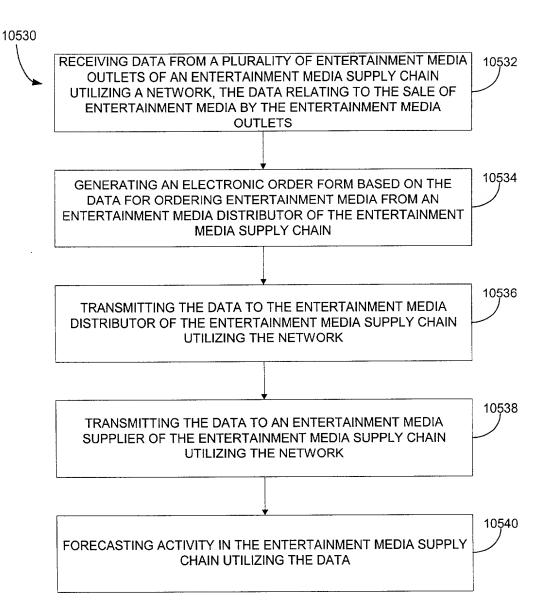


FIG. 105

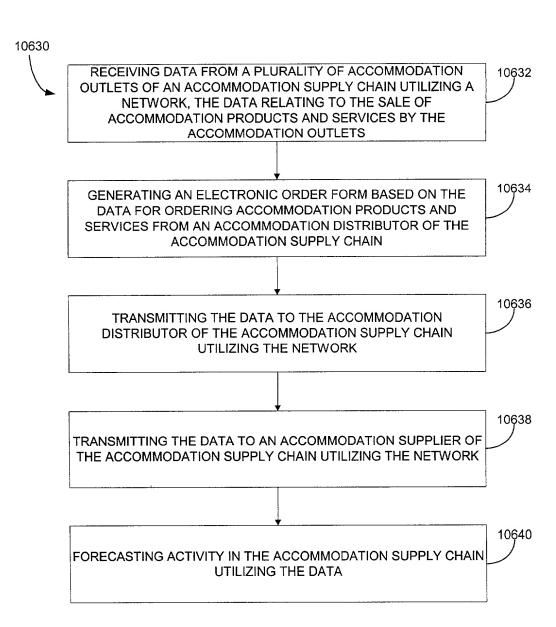


FIG. 106

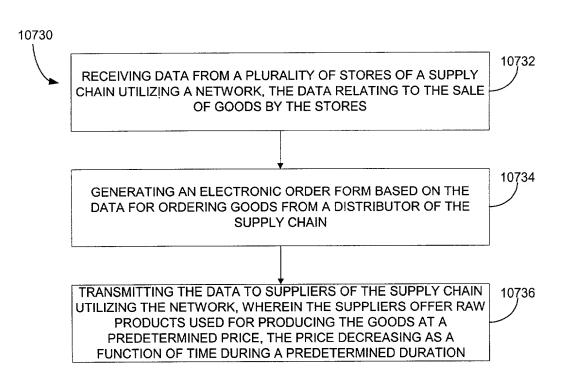


FIG. 107

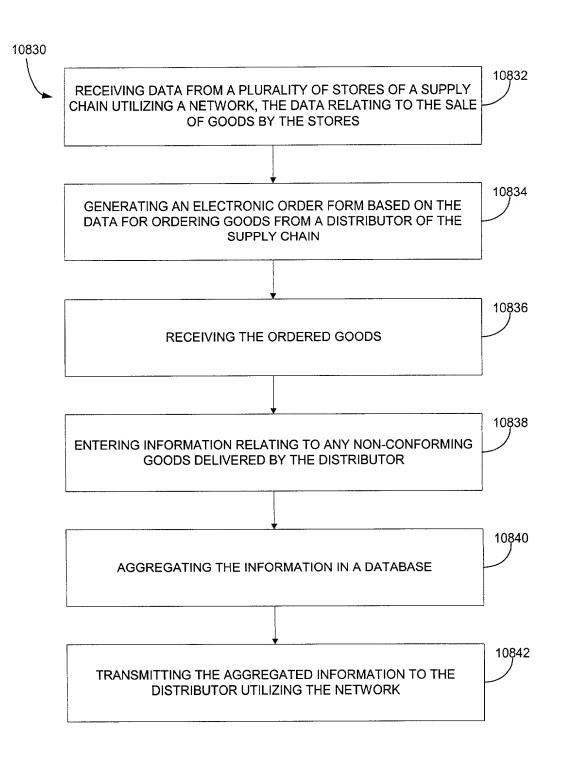


FIG. 108

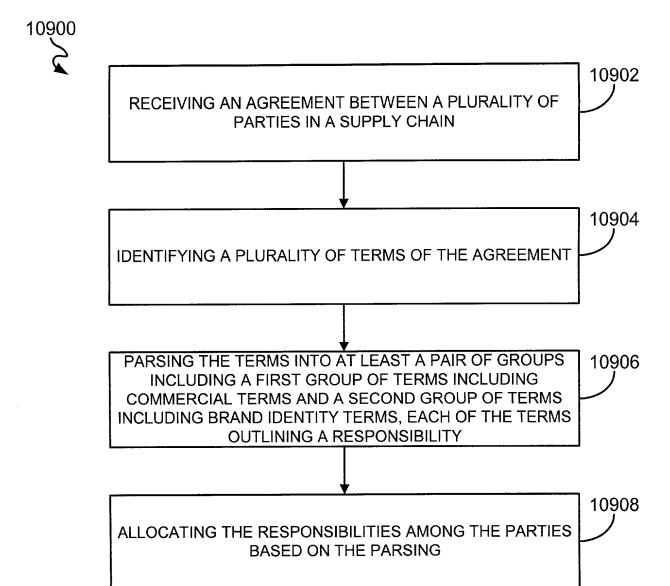


FIG. 109

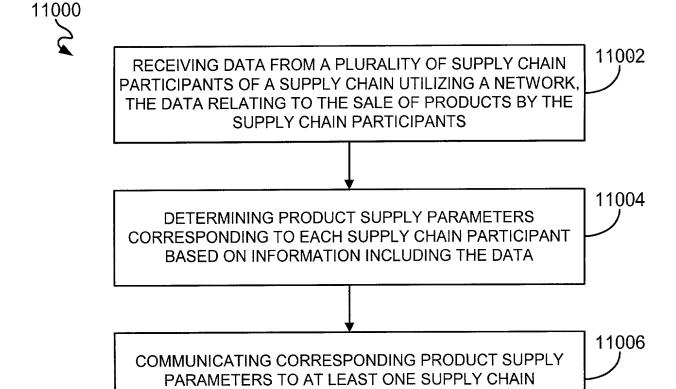


FIG. 110

PARTICIPANT

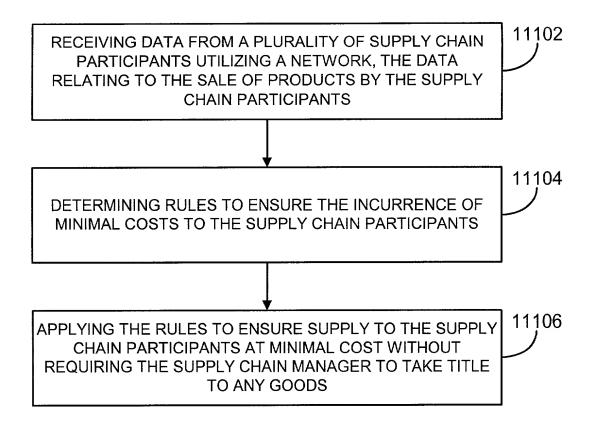


FIG. 111

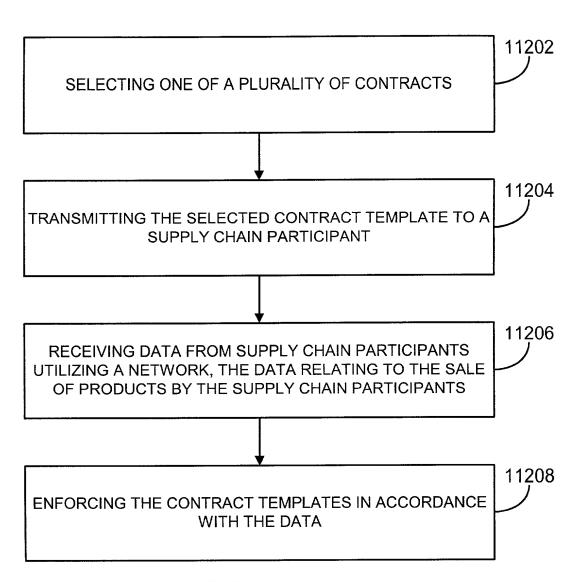


FIG. 112

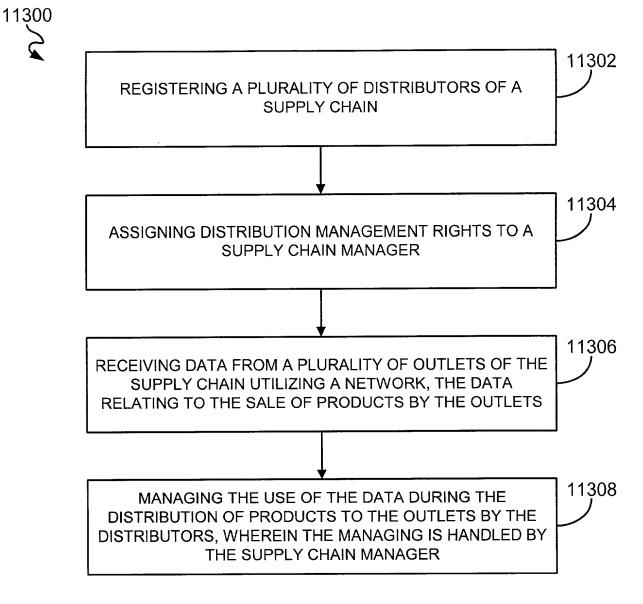


FIG. 113



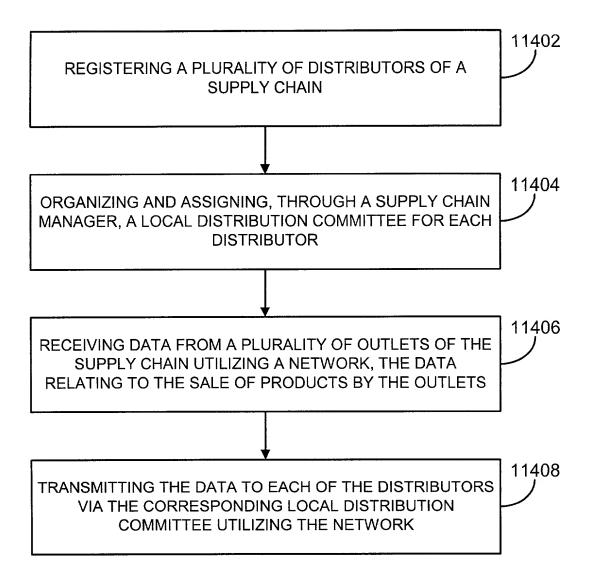


FIG. 114

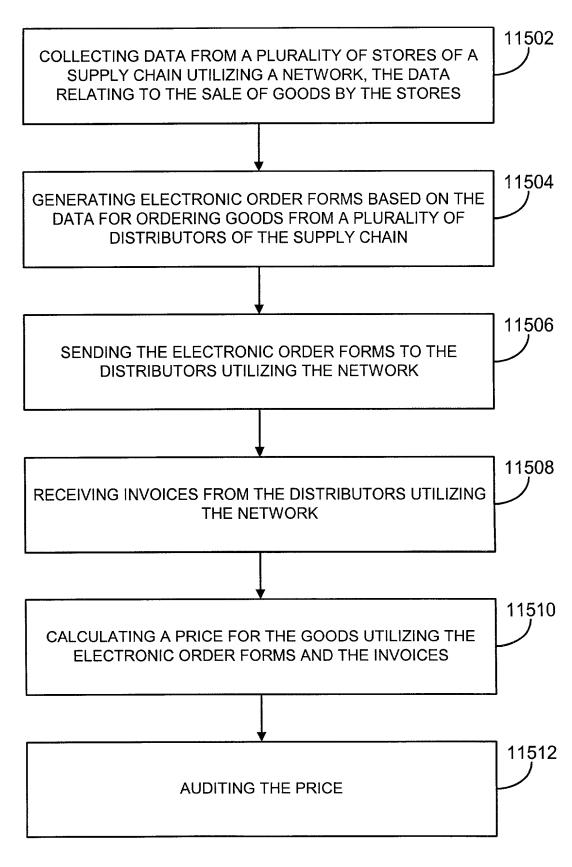


FIG. 115

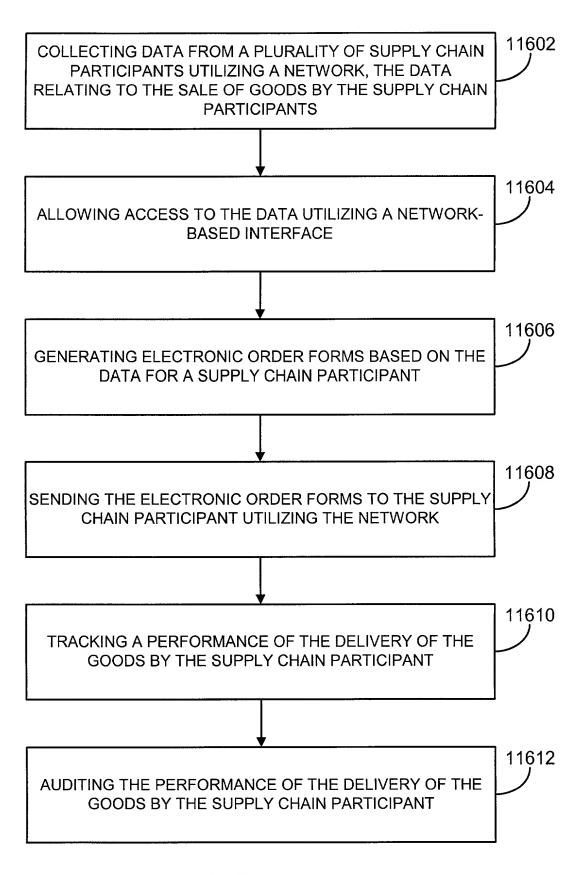


FIG. 116

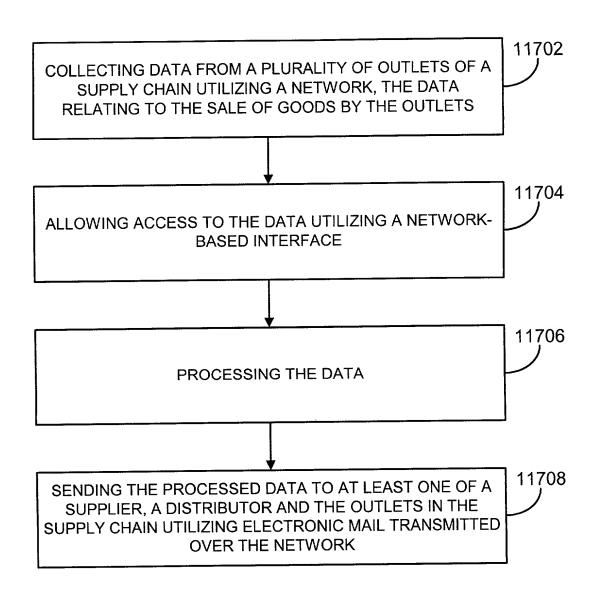


FIG. 117



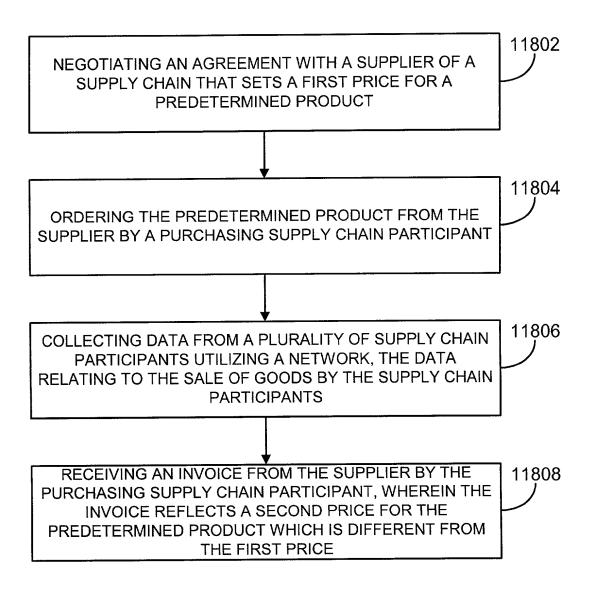


FIG. 118



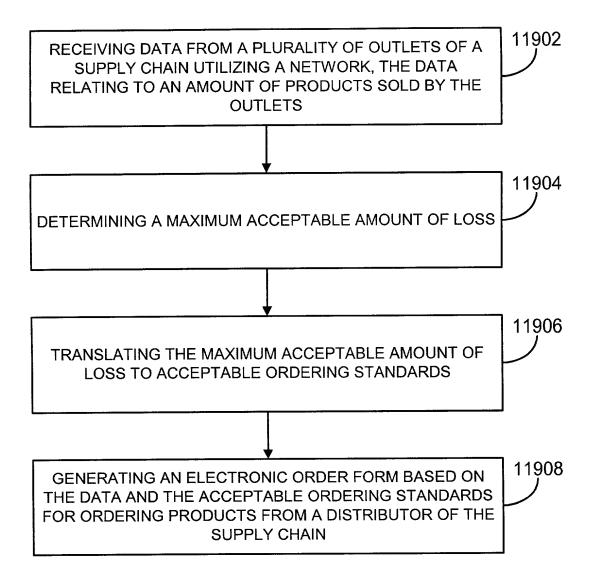


FIG. 119

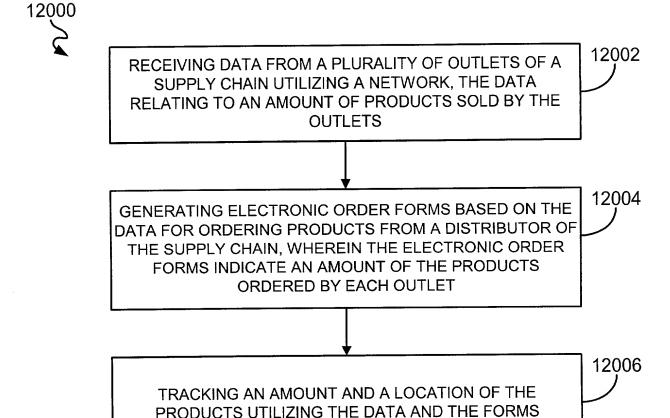


FIG. 120

IJ



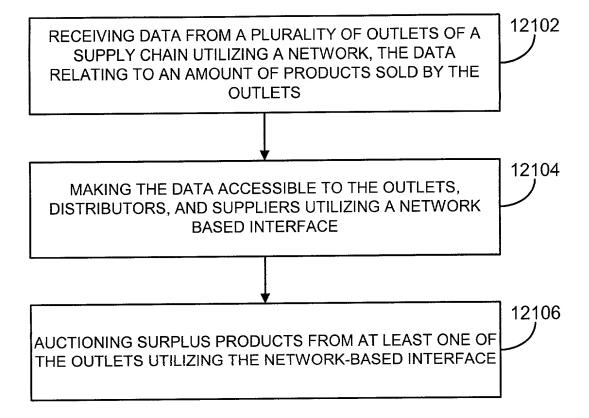


FIG. 121

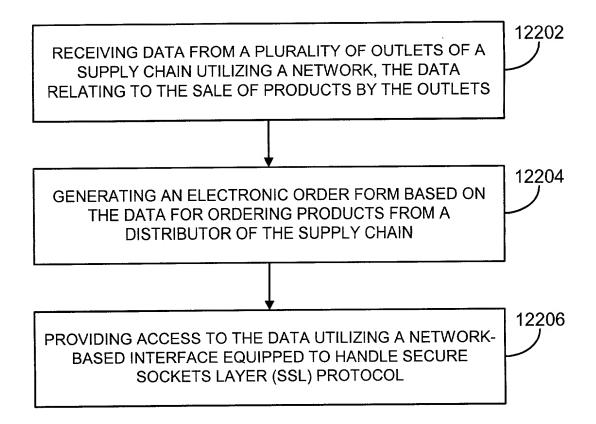


FIG. 122

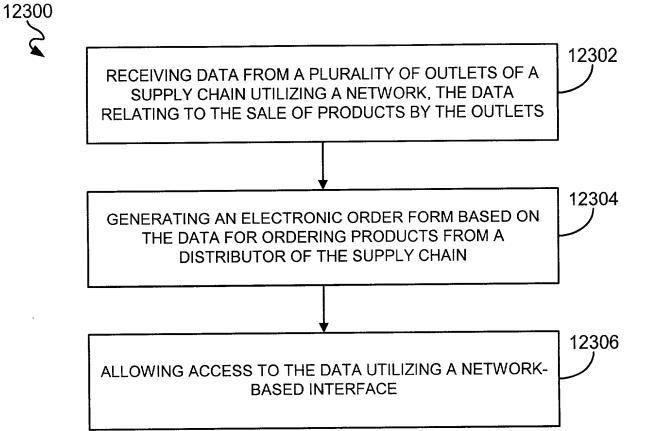


FIG. 123



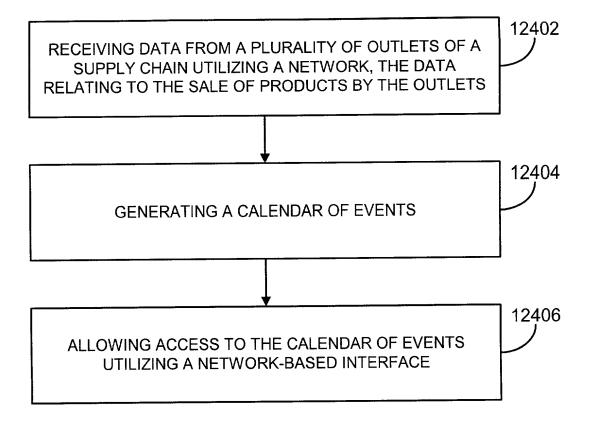


FIG. 124

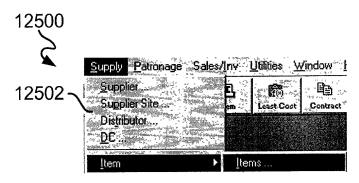


FIG. 125

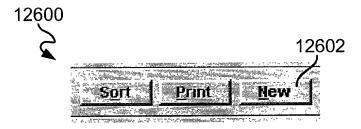


FIG. 126

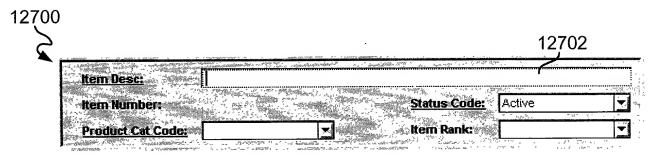


FIG. 127

Landed Cost by Distribution Center

Item	Inv FOB	Inv FOB Freight	Landed Routing	Routing
Bag - Medium	4.85		5.08	
Bac - Larde	6.7		6.93	1
Biscuits - Frozen	12.33	1.15	13.48	1
Brish - Pot Long Handle	40.2		42.22	1
Brush - Pot, Short Handle	24		25.39 T	1
Carton - Breakfast	16.59		17.69	RDC .
Carton - Large Frv	29.91		30.72	30.72 RDC
Carton - Medium Fry	18.92		19.65	19.65 TLMIN

FIG. 128

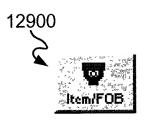


FIG. 129

Supplier Item Desc:		lter	n No:	
Current:		Tie Oty:		
lterns per Case;	5000	High Qty:		o de la companya de
Innerpack Contents:	5M000	Cases Per Pallet:	2. Secure of the second	
Item Size:		Stacking Allowed:		
Case Length:		Universal Product (Code:	1000
Case Width:		Cases Per Trucklo	ad: 1350	
Case Depth:		Net Weight:	39.00	
Case Dimension U/M	: INCHE(S)	Gross Weight:	ം ൃ″്¦39.00	
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)	andra. Fall
Item Shelf Life:		BarCode:		

FIG. 130



FIG. 131

A 0.00 (1.10 A 0.00	V 77772 V.V.
Particular of the Control of the Con	THE WARRENCE THE WARRY
Site Information Site Id: 16	FOB Shipping Point
Site Information Site Id: 16	" on ampling cont
7 4 7 4 7 4 7 4 7 4 7 4 7 4 7 4 7 4 7 4	
Name: AMERISERVE-FARMINGDALE, NY	Railroad Hame:
The state of the s	
Status: Active	Rail Sidings:

FIG. 132

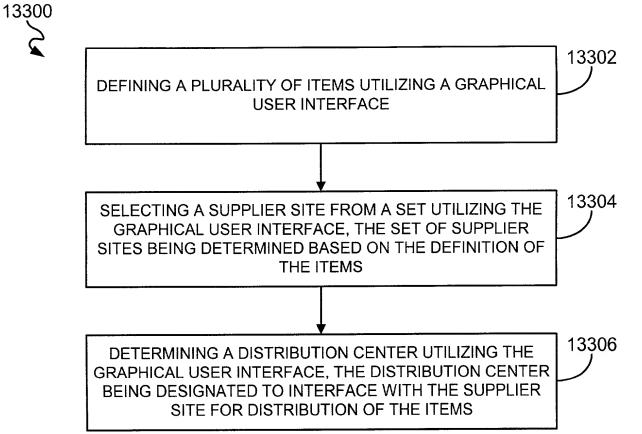


FIG. 133

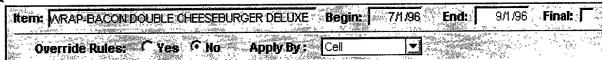


FIG. 134

13500

DC .	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr-	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

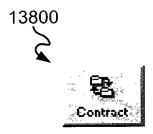


FIG. 138



Min Ordr	ja, prija	Slip	· Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

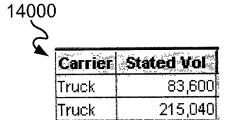


FIG. 140

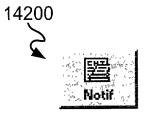


FIG. 142

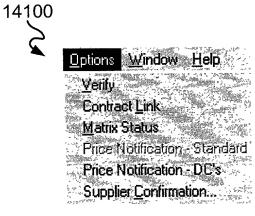


FIG. 141

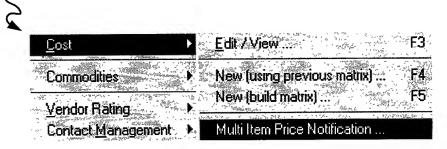


FIG. 143

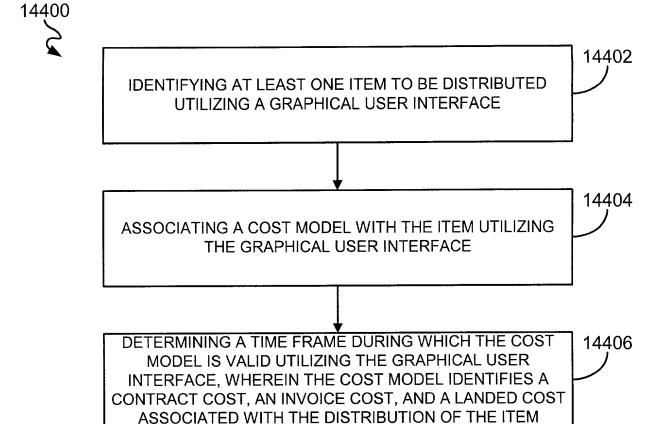


FIG. 144

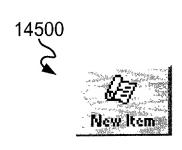


FIG. 145



FIG. 146

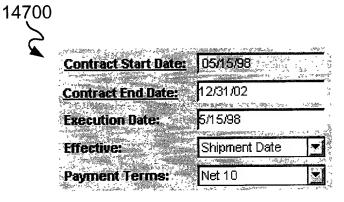
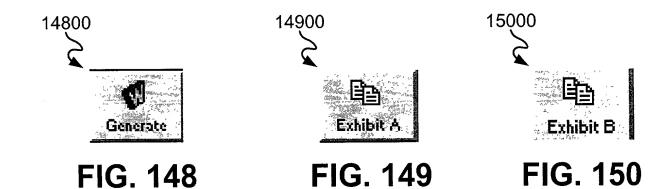


FIG. 147





Select the End Dates to Use on the Exhibit				
		The state of the s		
	len Description	Cost Matrix End Date	Contract End Date	No End Date
IF	EEF- 77.96	C 8/1/98	€ 2/24/08 €	No Date
I E	EEF-WHOPPER 4.0 OZ	C 8/1/98	€ 2/24/08 €	No Date
E	EEF-WHOPPER JR. 28 0Z.	C 871/98	• 2/24/08	No Date

FIG. 151

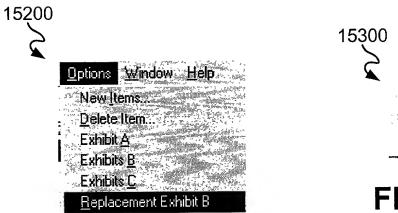


FIG. 152

FIG. 153

Exhibit C

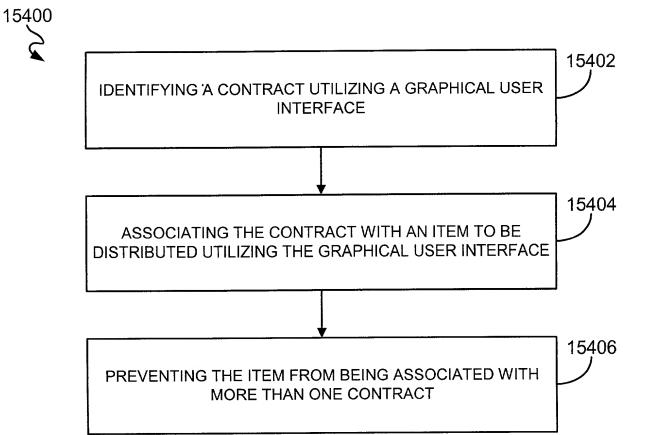


FIG. 154

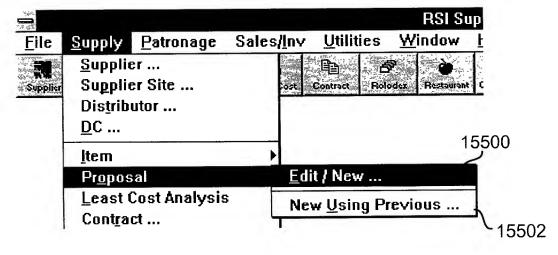


FIG. 155

Proposal - Foam Hot Cups & Polystyrene Lids	÷ -
Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid.	4376
Proposal Information	
Proposal Due Date: 06/12/97	-
Proposal Name: Foam Hot Cups & Polystyrene Lids Contract Begin Date: 07/01/97	_
	programme (Color) programme (Color)
Buyer Name: Dennis Clabby Contract End Date: 06/30/98	\$\$35 675
Actions	
# Date: Action Description:	a 25 pa 2 c Talah saanga
1 05/28/97 Sent this bid to Dart and also sent is request for information to WinCup	10 (10 m)

FIG. 156

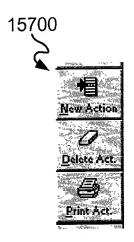


FIG. 157

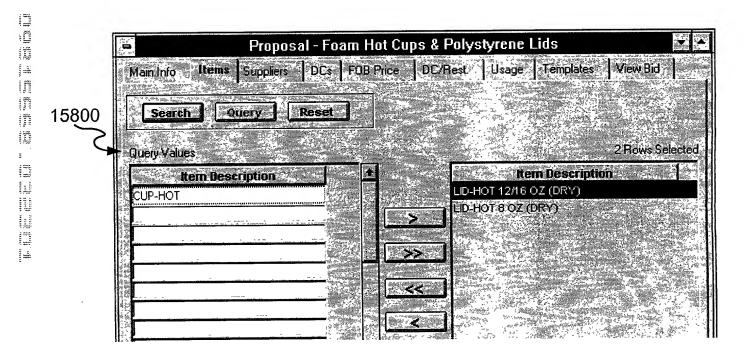


FIG. 158

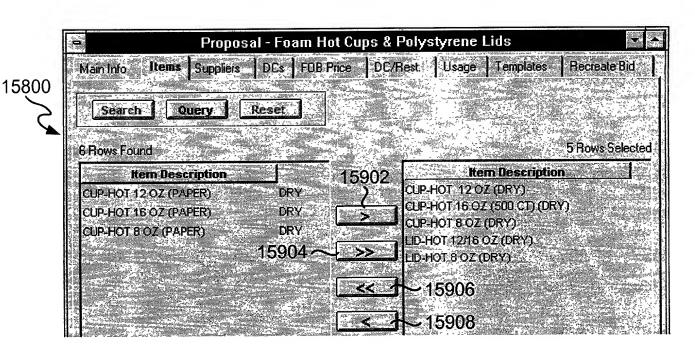


FIG. 159

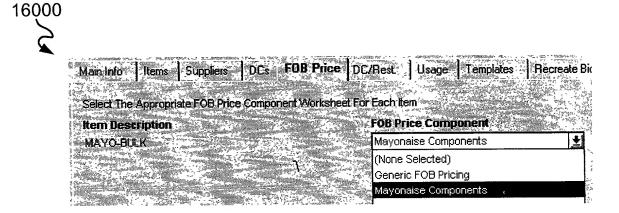


FIG. 160

ten	Growth % Gr	ross Wgt. It	em Cube	Contract Perio	di 💥
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/3	1/97
CHICKEN PATTY	7.00%	37.00	1.09		
CHICKEN-TENDERS	0.00%	25.00	1.06	AND STATE OF THE S	
Distribution Previous P Center Case Usage Re	rojected Cov st. Count Fact	\$ 1 Page	DC/Item Growth	The second of th	
POST-ALBUQUERQ 576	30 993	34% 6.0	3 5.00%	755	
POST-DENVER 838	39 99 ()5% 6.6	8 5.00%	1,083	
POST-SALTLAKE 116	2 80 t	10% 5.4	6 5.00%	37	Table 1

FIG. 161



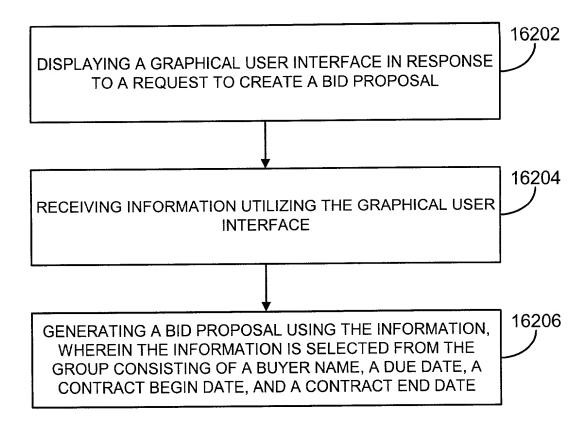


FIG. 162



FIG. 163

	Supply	MS	Editable
		Word	Y/N
Bid Proposal Cover Letter		7.	Ψ.
General Terms and Conditions		9	N.
Usage Estimates	2		. N
Supplier Facility Worksheets	12		N.
Item Information Worksheets	7		N
Sample Supply Agreement		2.	:-N-
BK Specification Request		7	N ,
FOB Price Component		9	Y
Truckload Freight Worksheet	. 7	.	N.
LTL Freight Worksheet	?		N

FIG. 164

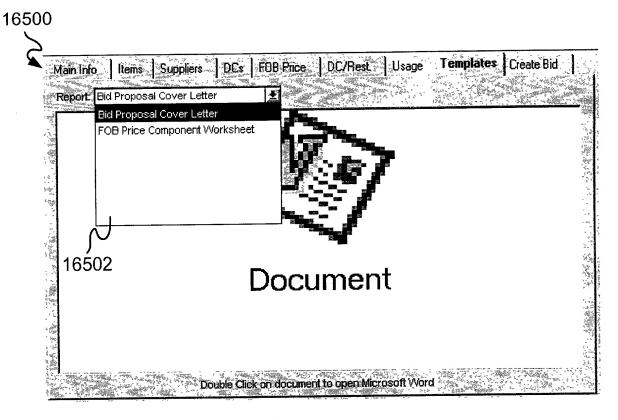


FIG. 165

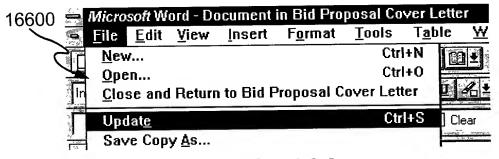


FIG. 166

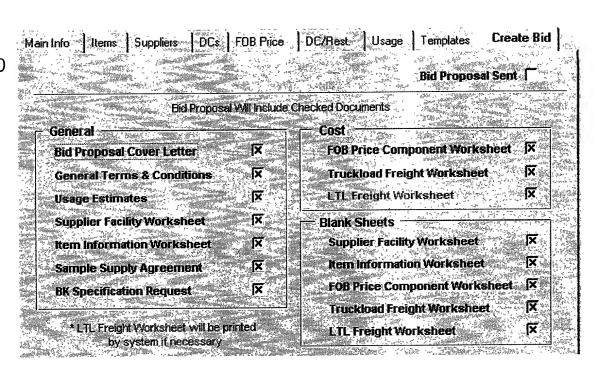


FIG. 167



FIG. 169

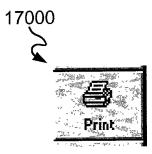


FIG. 170

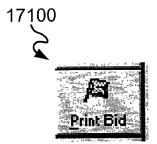


FIG. 171

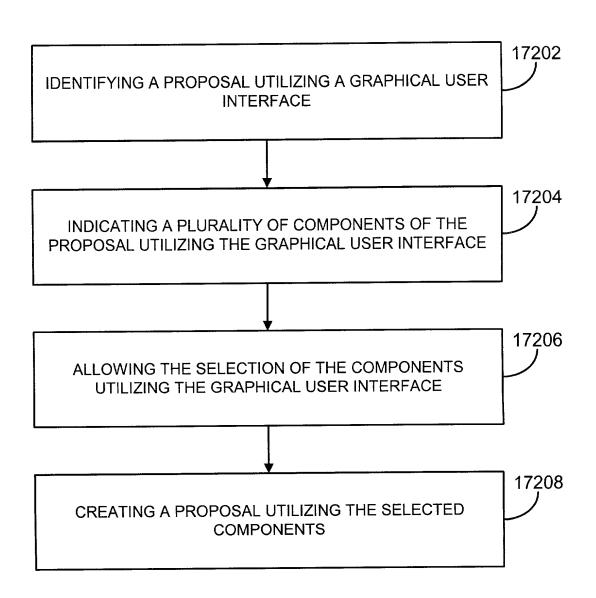


FIG. 172

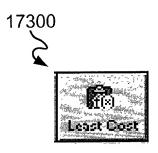


FIG. 173

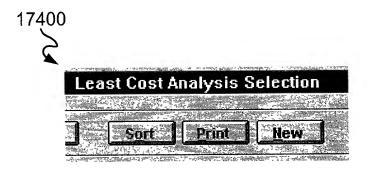


FIG. 174

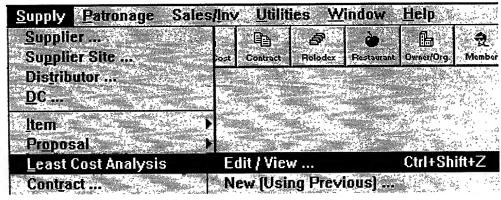


FIG. 175

Bid Proposal Name:	(None)	•	17600
20 mm 1 mm	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)		
The state of the s	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)		

FIG. 176

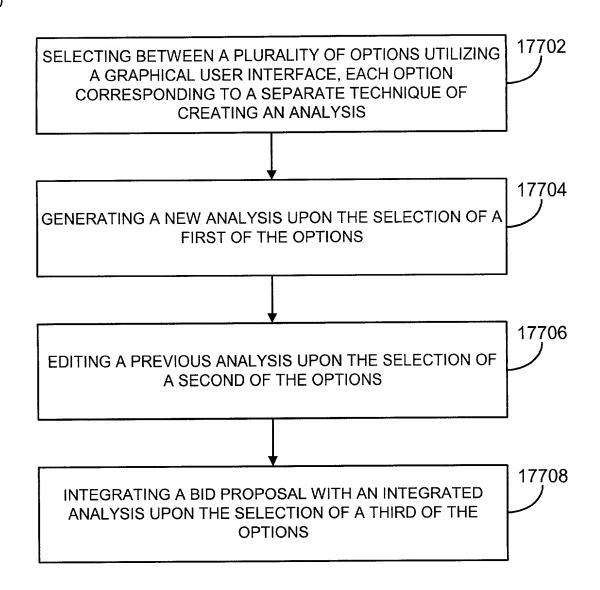


FIG. 177

	Analy	sis Nar	ne: [lash Br	own Ac	ual		
	and the same	nalysis	2 7 2 2	C. 1. 4 James 4 1 3	1944	and the second	- Nach State	T.
		Carlotte - Carlotte	THE REAL PROPERTY.	And the second second	View	A VANCOUNT OF		
		Buy	rer: [Dennis I	Clabby	¥4		
Perior	i of Ar	reemi	ent: T	0/1/97	TH	RU 19/3	0/98	
~ (E344601/PSP)	v v**e#289.5s*		41.	Character	- ma	Special Control		Ž.
	Init Of	Meası	ıre: [CHOFE	A procession	BAR, FR		

FIG. 178

Version (1) of (9)	***************************************
What is the max # of FOB points to allocate to each DC ?	One FOB
What is pricing method for this version ?	FOB + Freigh ▼
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000
Override RDC Truckload Validation?	No ▼
Solution Strategy: Standard Last Revision:	9/15/97 1:04 PM

FIG. 179

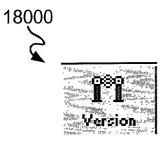


FIG. 180



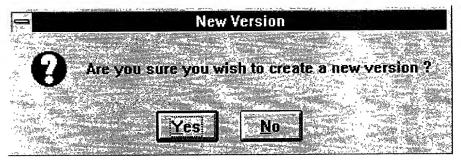
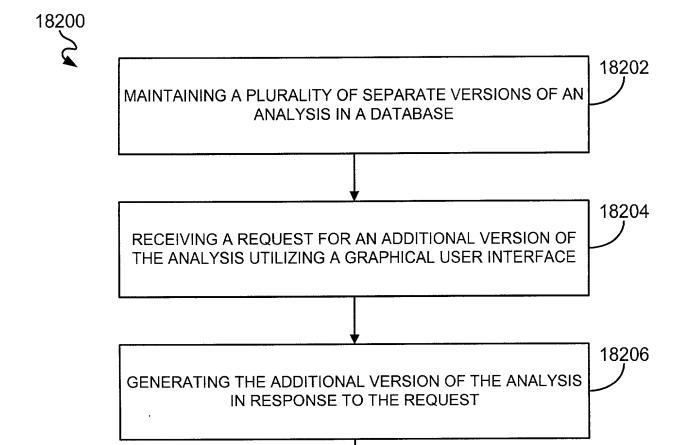


FIG. 181



ALLOWING A PLURALITY OF PARAMETERS OF THE
ADDITIONAL VERSION TO BE CHANGED UTILIZING THE
GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS
ARE SELECTED FROM THE GROUP CONSISTING OF A
MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING
METHOD, AND AN INVOICE ADJUSTMENT

FIG. 182

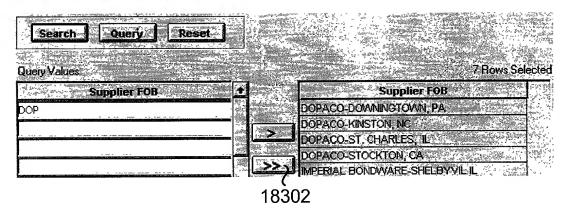
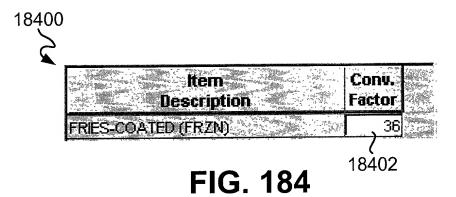


FIG. 183



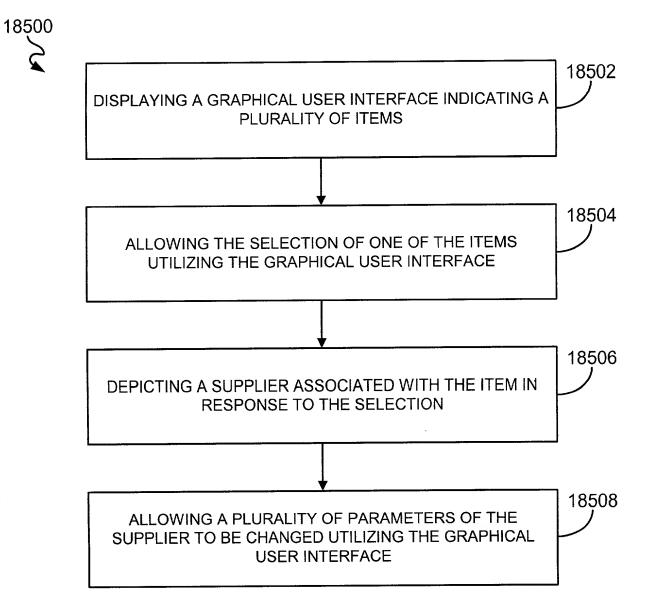


FIG. 185

item Descri	ption	Supplier FOB	1
CUP-COLD 16 OZ	10 / / /	DOPACO-DOMNINGTOWN, PA	
CLIP COLD 22 OZ CLIP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA DOPACO-DOWNINGTOWN, PA	
Supplier Item Desc:	16 OZ COLD CUP	item No:	CP2942
Items per Case:	And the second s	Tie Qtyc	5
Innerpack Contents:	1200	High Qty:	5
tem Size:		Cases Per Pallet:	The second secon
Item Shelf Life:		Stacking Allowed: Mandatory	● Yes C No
Case Length:	22.125	Case Cube:	3.43 CUBIC FEET
Case Width:	15 125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case UM	INCHE(S)	Net Weight:	27.28 POUND(S)

FIG. 186

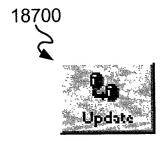


FIG. 187

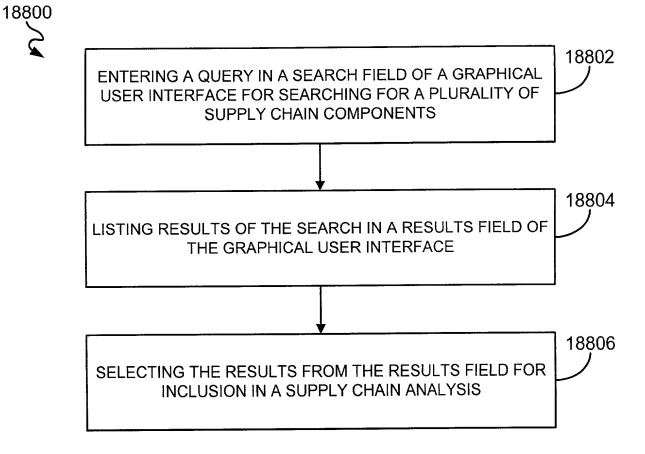


FIG. 188



Supplier T	erms SLPÆ	LT	Minimum	Maximum	Include	. <u>*</u>
CAVENDISH FARMS	Pallet	Ł			● Yes ○ No	
J.R. SIMPLOT COMPANY	≛ Pallet	S			• Yes () No	
LAMB-WESTON, INC.	🛂 Pallet	H	200,000,000		🔘 Yes 🔲 No	i i
	State of the state			ATTACAS CONTRACTOR		in land
Supplier FOB			Minimum	Maximum		
LAMB-VVESTON, INCPASCO, VVA		ka w	90,000,000		● Yes ○ No	
LAMB-WESTON, INCRICHLAND W	A		0		● Yes ○ No	F # 2%
LAMB-WESTON, INCAMERICAN F.	ALLSID		90,000,000	110,000,000	● Yes ○ No	, , , d

FIG. 189

Supplier Te	erms SLP/P	LT	Minimum	Maximum		
ACCAIN FOODS	🛂 Pallet	2			Q Yes	
ESTLE FOOD COMPANY	业 Pallet	¥			Yes	O No√
RE-IDA FOODS	坐 Pallet	Ł	225,000,000		• Yes (O No
		C i	e di di			
		DOMESTA S. S Y	Annual Company of the	THE THE PROPERTY OF A SECURITY OF THE PARTY	TOWNSER TO COME	Strategic Company
Supplier FOB		1	Minimum	Maximum	Inclu	1000
		(h	Minimum 18,000,000	A Committee of the A	Inclu O Yes	1000
Supplier FOB ICCAIN FOODS, LTD -PRINCE EDW ICCAIN FOODS, LTD -PORTAGE LE	ARD ISLAND			30,000,000	O Yes	• No

FIG. 190

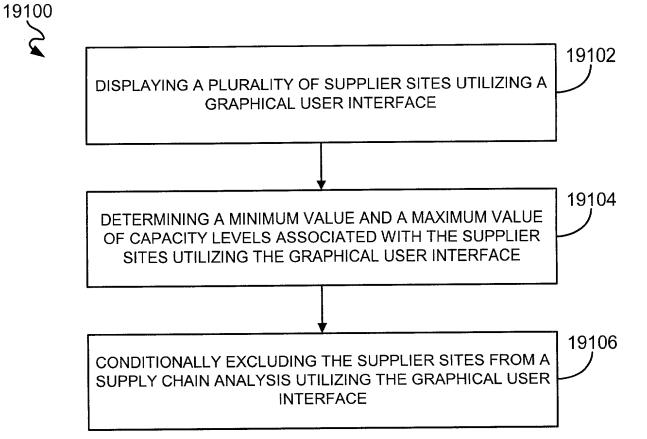


FIG. 191

Supplier	# Volume		<u> </u>
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0-		
SUPERIOR COFFEE & FOODS	6 / / · · · · · · · · · · · · · · · · ·		4
Supplier FOB	item	Cont FOB # 1	(olume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200 0	and the second
HUDSON INDUSTRIES TROY AL	SAUCE-BULK-TARTAR	9.2300 0	

FIG. 192

Supplier # Volume	
SSI FOOD SERVICES 0	
TEXAS AMERICAN FOOD SERVICE 0	
WHITEFORD FOODS 0	100
Supplier FOB Kem	Cont FOB # Volume
TEXAS AMERICAN FOOD SERVICE-TX BEEF - 77%	1.0026
TEXAS AMERICAN FOOD SERVICE-TX BEEF - 77%	1.0016 3 2,090,000
TEXAS AMERICAN FOOD SERVICE-TX: BEEF -77%	1.0010 2 2,508,000

FIG. 193

VENTURA F	FOODS			jo.					1.7				
/ENTURA F	FOODS			1		100,00	<u> </u>	catifica . *		444	14 Table 1	X MI JOHN	79'
								1	ile.				
	Supplier	FOB			L	Item		Co	nt FOB	#	Volu	me	
/ENTURA I	FOODS CHA		RG, PA	MAYO-	BULK				8.9400	0			
	FOODS-CH/							7,83 7,83 , at	8.8400) []			
	FOODS-CHA						R.	<u>.</u> :	9 5100	0	列沙 S	148 ×4 (1) 14 (1)	
	FOODS-CHA							Ta	9.4100	1			
	FOODS-CIT							- C	9.1200	0	医大学性		
	FOODS-CIT							100	9 0200	1.3		edicas plans	
	FOODS-CIT						NR .	7¥ 3	9 5800	0	New 7		ja.
	FOODS-CIT							λ() ~ Ε.,	9.4800) å.1	· \$10	All Services	122

FIG. 194



Item Description	Supplier FOB
FRIES-COATED	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED	LAMB-WESTON, INCPASCO, WA
The second secon	
Distribution Center	Delivered # Volume
AMERISERVE-OMAHA, NE	0.3750 (0 0 0
AMERISERVE-PLYMOUTH, MN	0.3850 0 0
AMERISERVE-WAUKESHA	0 3670 0 0
FLEMING FOODS-KAPOLEI	0 4725 0 0
KING PROVISION-ATLANTA	0.3950 0 0

FIG. 195



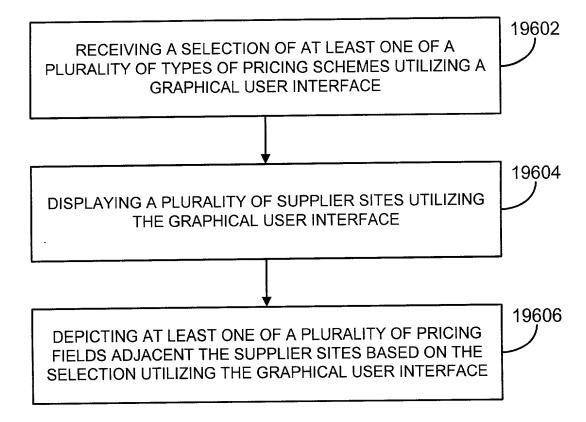


FIG. 196

Fotal Rest. Growth A		Usage Period 901/97 to 08 <i>8</i> 1/98		
Distribi Cent		Current Rest. Count	5 1 Paulic - 4878688849474 878 8	ojected Avg. 1 Rest. Count
AMERISERVE/POST-ALB	UQUERQUE	27	5.00%	28
AMERISERVE/POST-DEN	VER	35	5.00%	37
AMERISERVE POST-SAL	T LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA N	E	166	5.00%	174

FIG. 197

19800

	item .	ltem Gra	with % Usage	Period
CHICKEN-PATTY			_0 00	
			And the second s	
Distribution Center		ected Covg. Av Count Factor R	Committee - W. Williams and T. Committee	ojected Jsage
AMER-OMAMA	44,035		24.12 4.00%	49,205
AMER-PLYMOUTH	37,141	177 100 00%	18.30 5.00%	40,823
AMER-MILWAUK	38,520	188 100,00%	19.02 0.00%	42,909

FIG. 198

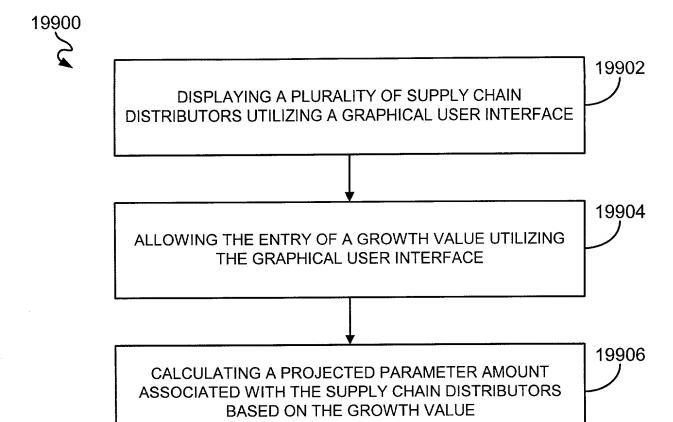


FIG. 199



CAVENDISH FARMS	Dieppe	NB	E1A6X4
IR SIMPLOT COMPANY-HERMISTON, O	R Hermisten	OR	99999
LAMB-WESTON, INCAMERICAN FALLS	ID : American Falls	- D	83211
Distribution Center	Lane Restriction	Hon	or TL Rate
MERISERVE/POST-ALBUQUERQUE	C Solver C Required 🔘	Exclud ed	
AMERISERYE/POSTADENYER	O Solver O Required 🗨	Excluded	
MERISERVE/POST-SALT LAKE UT		Printer and the second	F
MERISERVE-OMAHA, NE	O Solver O Required 🗨	Excluded	- Carrie
MERISERVE-PLYMOUTH, MN	O Solver O Required 1	Excluded	L L

FIG. 200

20100

CAVENDISH FARMS Dieppe LR SIMPLOT COMPANY-HERMISTON OR Hermiston	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR Hermiston LAMB-WESTON, INCAMERICAN FALLS ID American Falls	OR ID	99999 8321 1
	e Restriction	
MERISERVE POST-AL PUQUERQUE	Required O Excl Required O Excl	The second secon

FIG. 201

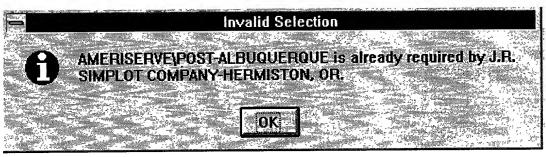


FIG. 202

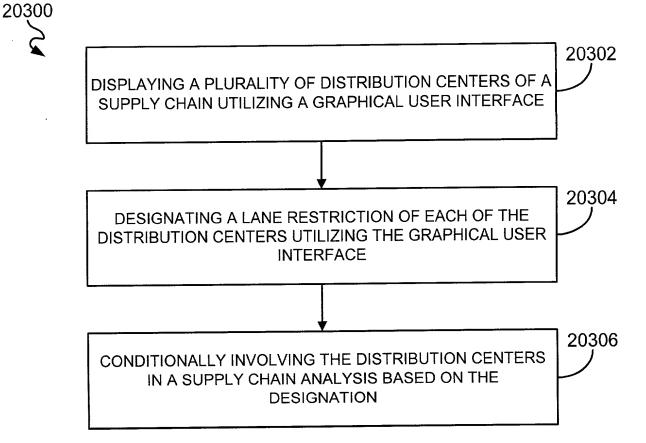


FIG. 203



Supplier FOB	great and a second	Address	
CAVENDISH FARMS	Dieppe	NB 3	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99989
LAMB-WESTON, INCAMERICAN FALLS ID	American Falls	D	83211
Distribution Genter	Truckload Lane Freight Distanc	e e	and the second s
AMERISERVEIPOST-ALBUQUERQUE	1,617		
AMERISERVE/POST-DENVER	1,277		30000
AMERISERVE/POST-SALT LAKE,UT	691	(er spen Spenta file

FIG. 204

D.K. FOODS-FORT SMITH	1 AR	Fo	ert Smith		AR	72904
YSON FOODS-GREEN F		Gr	een Forest		AR	72638
TYSON FOODS-RUSSEL	VILLE AR	Ru	ısselville		AR	72801
				Element 1		lag one tipo
	Weight L	FL 0 to 1,0 cours LBS		5,001 to 1 10,000 LBS 2		
Center	2 - 000	munit. 7EB3	3,000 EDO	10,040,1100 5	4 40	7,00-2002-1-0-02
S-ATLANTA	15,000				1 20	

FIG. 205

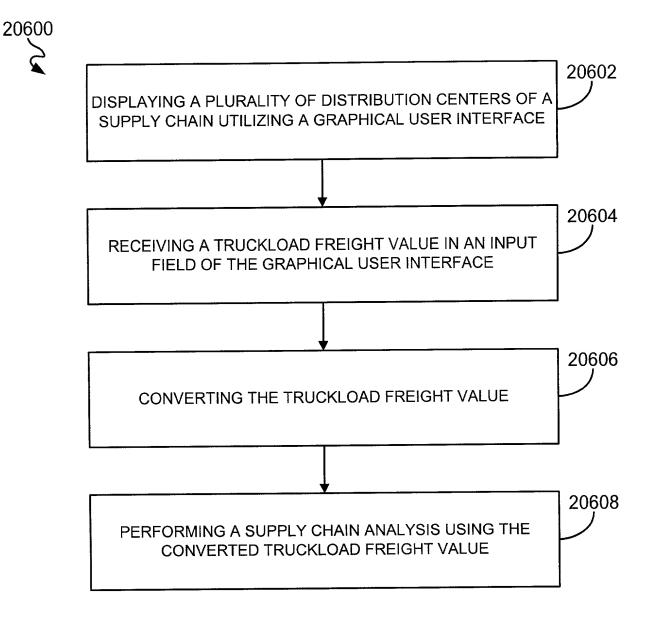


FIG. 206

		•
	Analysis Region Force FOB	
	MCCABE-PORTLAND/RMV-ANCHORAGE	
		A Academy
		i,
		į
	Distribution Center Name Site Role	20.00
	MCCABE QUALITY FOODS-PORTLAND Corporate & FOB Point	Sep Pro
	RESTAURANTS MW-ANCHORAGE Corporate & FOB Point	13
2		

FIG. 207

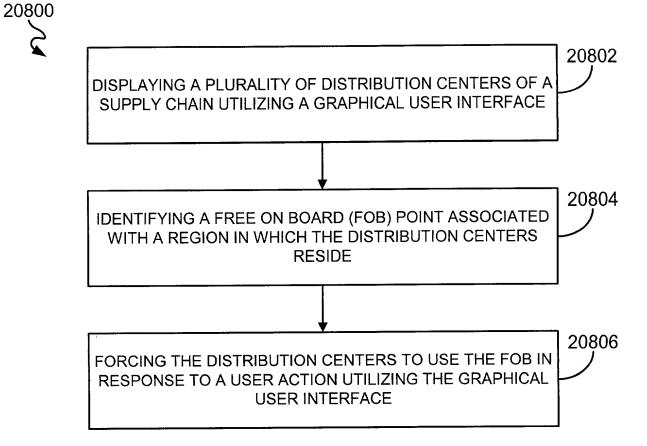


FIG. 208

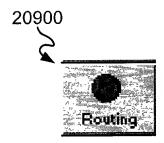


FIG. 209

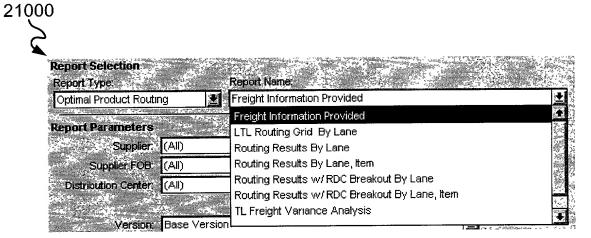


FIG. 210

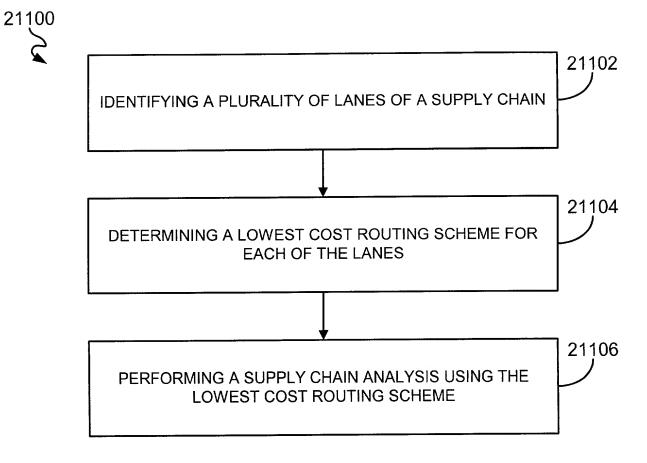


FIG. 211

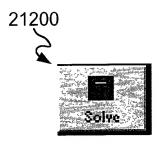


FIG. 212

00 S 21302	
Report Selection	
Report Type:	Report Name:
Awarded Volume	
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	₩ 1985 -
Optimal Product Routing	
Tab Reports	
	T
	ew Capacity & Prices ■ **********************************

FIG. 213



Awarded Volume by Item - Detail

Awarded Volume by Item - Detail

Awarded Volume by Item - Freight

Awarded Volume by Item - Summary

Competing DC Freight Analysis by Item

Lane Assignment Matrix

Lane Weighted Average Delivered Cost

FIG. 214

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion) Invoice FOB Detail Comparison (with conversion) Invoice FOB Savings Comparison (no conversion) Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:

Report Name:

Comparison Reports

Assigned Volume Percentages (no conversion)

FIG. 216

Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217



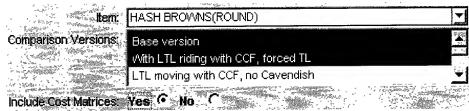


FIG. 218

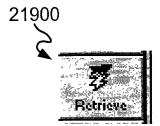


FIG. 219

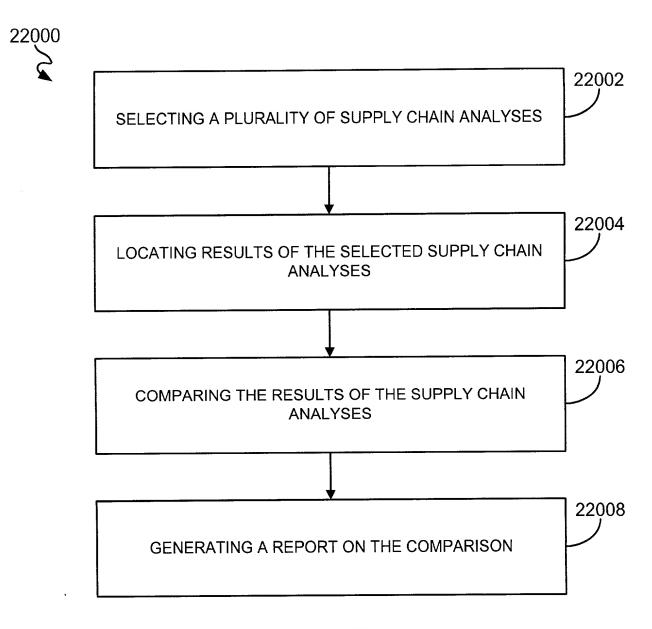


FIG. 220

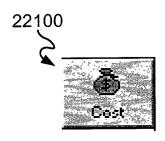


FIG. 221

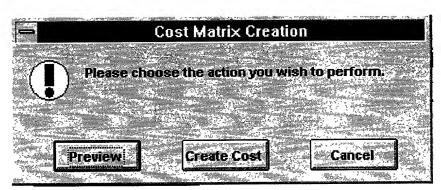


FIG. 222

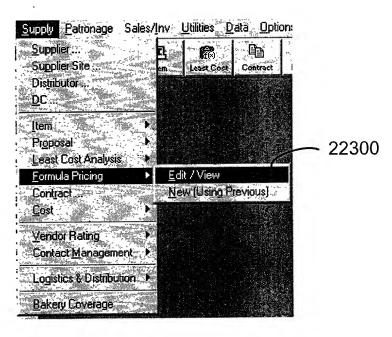


FIG. 223

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments:

Pricing ID: 12

Description: Beef Pricing 04/06/01

Rem: BEEF - 77% - 1

Raw Material Pricing Bate: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

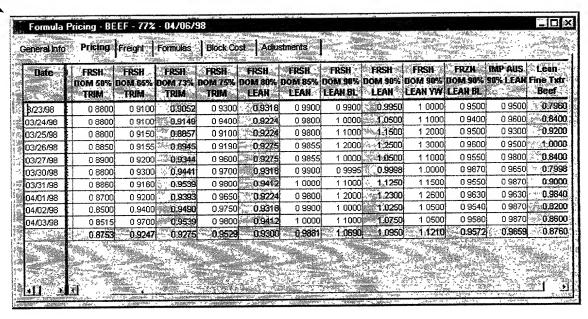


FIG. 225

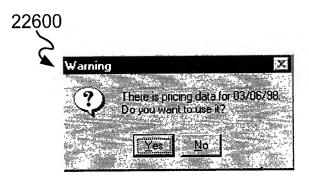


FIG. 226

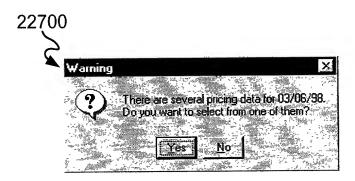


FIG. 227

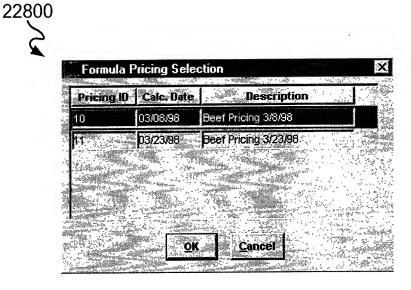


FIG. 228

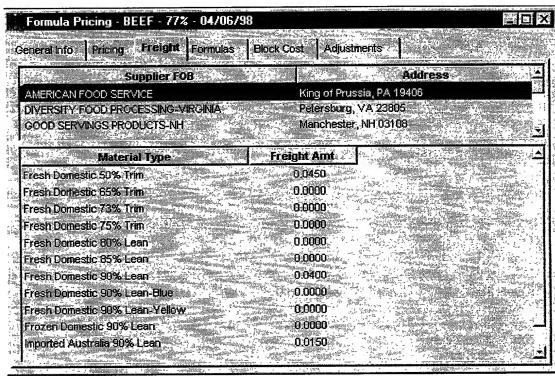


FIG. 229



* . * C. Made	FD50TR	F065T	R FD	73TC	FDS	ILC	FOR	SLN 📜	FD90	LC 🦯	IMA	198	LF	110	Total
Formula	Pct. Cost	Pct.	Cost Pet.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	13 7 G 42764 •
4FS-1	0.3120 0.2871	3F 3i	all the same	Signature -	1.7.32	Mary Company	<u> </u>		0.1880	The state of the s		0.3924	0.1000	0.0911	-
LINK	0.1400 0.1295	0.2000	0.1949 D.140	0.1368	gg o yle jega	47.0	4		0.2000		0.3200			58628	® 8,9941
S-1	0.3270 0.3042		enumers assessed	a come	11111	Aller or		ا الإرادر والمواهم	0.1730	0,1972	0.3600	0.3549	0.1400	0.1303	9,9866
8C-1	0.2414 0.2200	F-Marchine	- 4 大利性 自動	d zwije Dozadkowa	0.2179	0.2026	0.2179	0.2153	0.2179	0.2386	eraid	an offer and	0.1050	0.0956	0.9721
ERG 2	0.3250 0.2926			Talkin)	¢	r I	374	- July 14	0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
EX-1	0.3090: 0.2766			100000	Lange Con	- 公理制	husidas II	= , , , , , , ,	0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	9.99 16
VI-11-1	0.3250 0.2958		NAME OF	. La Salido	Mary Control		No Marie	564	0.1750	0.1969	0.3650	0.3608	0.1350	0,1230	0.9765
MS-1	0.3325 0.2977	12.874	5.7.5.7.3.			of addresses.	380	To the state of	0 4675	0.5165	0.1000	0.0988	0.1000	0.0890	1.0018

FIG. 230

eneral Info	Pricing Freight F	ormulas	Block Cost	Adjustmen	s I		
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1,1222	マ	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	マ	PRE LEWINGERSON Water of the control of
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	⋰₽	Control of the second
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	V	
SER-1	0.9684	0,99	\$0.9831	0.1325	\$1.1156	ママー	
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1,1299	マー	14 (\$123 15 (\$123)
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	· · · · · ·	
WAS-1	1.0018	0.98	\$1,0202	0.1334	\$1.1536	⋰⋜∊	ىنىڭ ئاسىلىق داخىيىلىقىدىن بىلىدىن. ئىسلىمىدۇرىي ئىروك يايانلىقىدىن
glechia.				NO YEAR			
Sealing .					en de la companya de La companya de la co		
	anti-dentification						
		To the state of th		D)M_Z			
				100			
Bushin .	A Photos						

FIG. 231

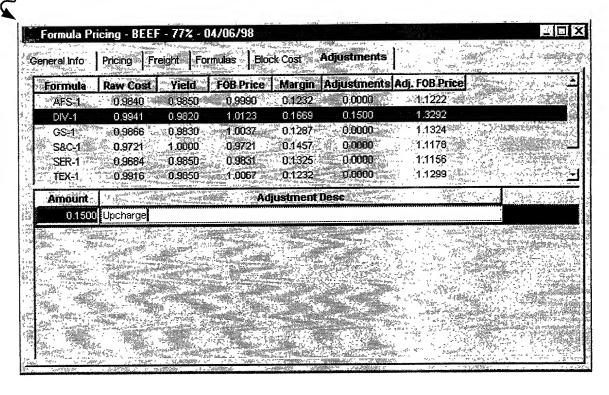


FIG. 232



FIG. 233

FIG. 234



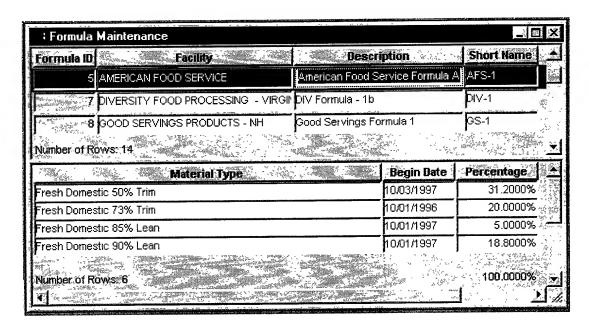


FIG. 235

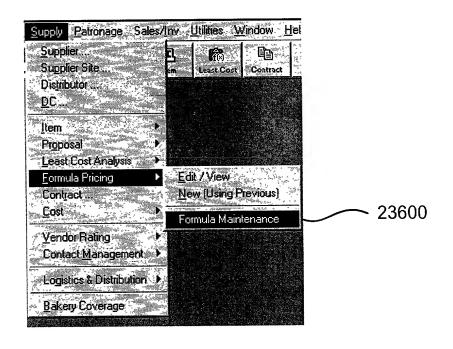


FIG. 236